

OCT 12th 1916

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Leslie's

Illustrated Weekly Newspaper
Established in 1855



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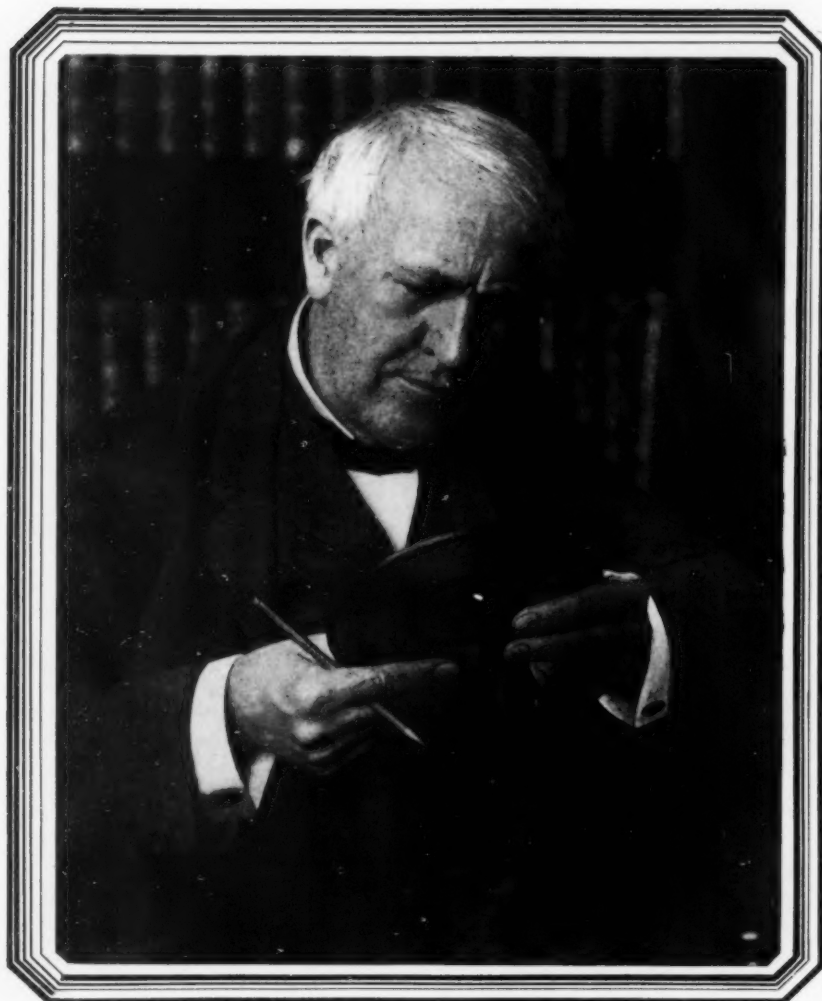
Drawn for Leslie's by
L. A. Shafer

DESTRUCTION OF A SUBMARINE

EDISON WEEK

In the United States alone, the industries founded by Thomas A. Edison give employment to six hundred thousand human beings. Edison Week is observed every year by a group of these industries in recognition of Mr. Edison's contributions to science and commerce

**October
16th to 21st**



The New Edison

OF the various arts and sciences, Mr. Edison takes the greatest interest in the recording and reproduction of sound. Unquestionably, of all his numerous inventions, the New Edison, the instrument of Music's Re-Creation, is his favorite. It marks the goal of his ambition to record and reproduce all forms of music with such utter perfection that the reproduction can not be distinguished from the original music.

Mr. Edison has perfected this new instrument for the reproduction of music, and recently submitted it to comparison with the voices of such great artists as Marie Rappold, Anna Case and Arthur Middleton of the Metropolitan Opera Company, Thomas Chalmers of the Boston Opera Company, Alice Verlet of the Paris Opera, Christine Miller, Elizabeth Spencer and Marie Kaiser, the great concert singers.

Remember, these great artists stood beside the New Edison in Carnegie Hall, New York, Symphony Hall, Boston, the Astor Gallery, and other shrines of music. They sang in direct comparison with Edison's reproduction of their voices. More than 200,000 music lovers attended these demonstrations and were unable to distinguish the original from the reproduction. The music critics of more than two hundred of America's leading newspapers admitted that they were unable to detect the slightest difference. To differentiate this new instrument from ordinary talking machines, the critics coined a new expression—*Music's Re-Creation*.

These astounding tests have proved conclusively to music critics everywhere that the New Edison is incomparably superior to any and all other devices for the reproduction of sound. We have the verdict of the American press and American music critics. We now want the verdict of the American people.

Bringing it home to you—\$1,000 in Prizes

And 10 cents a word for your opinion, as explained below

IN every locality there is a merchant licensed by Mr. Edison to demonstrate and sell the New Edison. These merchants have set aside a limited number of specially tested instruments which will be sent on *absolutely free trial* to the homes of responsible people during Edison Week. Bring Music's Re-Creation into your home. Keep the instrument for three days during Edison Week. Let your family form its opinion. Then put that opinion into words.

The music critics have told in their language why the New Edison is infinitely superior, from their standpoint, to any and all talking machines. We want you to tell us in your language why the New Edison is more valuable and desirable in the American home than any talking machine. We want you to tell us why it is superior as an entertainer and as a means of developing real culture and musical appreciation on the part of your family. We already have a booklet that contains the opinions of leading American music critics. This booklet tells the technical and artistic side. We want another booklet that will tell the human side, and this is what we are willing to pay for your opinion:

\$500 for the Best Opinion
\$200 for the Second Best Opinion
\$100 for the Third Best Opinion

Ten cents per word for opinions which do not win prizes, but which we decide are worthy of publication. No opinion to be more than 200 words in length
The Contest Closes October 28, 1916

The Conditions are perfectly simple

Go to an Edison dealer at once and apply to him for a three days *free trial* of the New Edison during Edison Week. If you are not too late he will give you an entry blank containing all of the conditions. Let us make plain that you assume no obligation to purchase the instrument placed with you. At the end of the three days trial you may return the instrument if you desire to do so. This free trial imposes no responsibility upon you except that you promise to be careful of the splendid instrument that is to be placed in your home.

Professional writers and phonograph trade are barred. You don't have to be a trained writer to win a prize. Ideas are what count. You can make grammatical errors

and misspell words and it will not count against you. The New Edison stirs deep feelings in music lovers' souls. We want your feelings expressed freely in your own words. Don't wait. Act quickly. Remember the number of instruments available for these free trials is limited. Should you be too late to have an instrument placed in your home, there is a consolation contest open to you for the best opinions based on merely hearing the New Edison in an Edison dealer's store. The prizes in this consolation contest are
\$125 First **\$50** Second **\$25** Third
The Contest Closes October 28, 1916

The dealer will explain everything to you. Go to his store this very day. Owners of the New Edison may compete. Go to your dealer and get an entry blank.

Let us help you win a Prize

Write to us at once and we shall gladly send you these helps: The brochures "Music's Re-Creation", "The Music Master's Conversion" and "What The Critics Think."

THOMAS A. EDISON, INC.

Department 2417

ORANGE, N. J.

October 12, 1916

OCT 12 1916

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LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States
Established December 15, 1855

EDITED BY JOHN A. SLEICHER

"In God We Trust"

CXXIII

THURSDAY, OCTOBER 12, 1916

No. 3188



AVIATOR FALLS TO DEATH WITH 'PLANE

A large crowd at the Shawnee, Okla., county fair, witnessed the death of M. G. Roberts, an aviator, who was giving an exhibition flight as one of the features of the fair. He was using a biplane that had been rebuilt after a bad smash a few weeks ago. When 1,200 feet up in the air the engine stopped and the machine crashed to earth. Roberts's home was in Rupert, Vt. He had planned to go to South America on an exhibition tour this fall. The photograph shows the wreck of the biplane as it appeared just after Roberts's body had been removed.

JAMES H. HARE AT THE BRITISH FRONT

Next week we will print a remarkable account of a visit to the British front in France by James H. Hare, Staff War Photographer for *Leslie's*. The British front is one of the hardest for foreign correspondents to reach, but Mr. Hare was favored by being allowed to visit it while the Somme forward movement was going strong, and he saw and heard much of surpassing interest which he tells in his own inimitable way. Following Lucian Swift Kirtland's description of the Russian front and Fritz Arnö Wagner's remarkable account of personal experiences in the Verdun fighting, Mr. Hare's article takes *Leslie's* readers pretty well around the great fighting line of Europe.

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Who Wrote the Aldrich Currency Bill?

The sensational story of who *really* wrote this famous "money bill" appears for the first time in next week's *Leslie's*—in the thirteenth article of Mr. Forbes' remarkable series on the "Men Who Are Making America."

The revelations Mr. Forbes makes concerning the authorship of Senator Aldrich's report, and the succeeding legislation, which are the basis of our new banking system, are destined to become historic.

Be sure to read this story—in the October 19th *Leslie's*.

Through Mr. Forbes, who is considered the best informed and ablest business writer in the United States, *Leslie's* readers are getting every week the human-interest side of the life and success of one of the fifty greatest business men of America—the fifty chosen by the votes of thousands of their fellow business men all over the country.

If you're not a subscriber to *Leslie's*, tell your news-dealer *now* to save a copy of October 19th *Leslie's* for you—it will be "sold out" quickly.

NOTHING IS SACRED IN WAR



FROM

**DONALD C.
THOMPSON**

STAFF PHOTOGRAPHER
FOR LESLIE'S

DEAD BEFORE THE ALTAR

A church in a little village within the French lines on the Verdun sector was used as a hospital and many wounded men were carried into it to be attended by the devoted Red Cross doctors who work within the zone of fire. While the building was crowded with suffering humanity shells began to fall near it and it was necessary to evacuate it with all possible speed. Some shells struck the church and killed several of the inmates. Two of these unfortunates were lying in front of a side altar when the bombardment was over. The statue in the niche and the candles before it were untouched in all the wrack of destruction.

Many stories are told of sacred images being preserved while their surroundings are destroyed. Perhaps the most authentic is that of the Golden Virgin of Albert. This figure surmounted the spire of the village church, and when the town was bombarded the church suffered severely. The statue was torn from its pedestal, but did not fall. Instead it hung in a horizontal position with arms outstretched over the village, in an attitude of protection. There it has remained for many months, making a deep impression on the romantic French people. A saying has become current that the statue will remain as it is until the German menace to France is ended.

Complaint has been made about the German bombardment of churches, but seemingly without justice. Towns in the fighting area are battered to pieces by artillery, and the churches share a common fate with other buildings. Being in many cases the largest and most conspicuous, they naturally suffer first. Where they have been deliberately singled out for bombardment there has been a suspicion that their towers were being used as observation posts. Many of the villages recently taken by the French and British are so completely destroyed that even the bricks and stones of the buildings are reduced to dust.

EDITORIAL

LET THE THINKING PEOPLE RULE!

SUPPOSE!

SUPPOSE an artist were to draw a picture of men and women standing on their heads and trees and houses upside down.

Suppose a cook were to serve oysters stewed in sugar, or ice-cream in the soup.

Suppose a publisher were to print a paper with crooked columns and type reversed.

You would think the artist, the cook and the printer had gone crazy.

Because they had upset things in disregard of all the rules of art, taste and right living.

Suppose the moon should shift from place to place, the sun appear at odd moments and the planets turn into shooting comets. You would believe that nature had gone crazy.

Yet while we believe that art, customs and nature should not be turned aside from their courses, there are those who think that economic laws can be repealed by legislation.

Some believe that prices of all things, including capital and labor, can be regulated, not by the natural law of supply and demand, but by the fantastic conceptions of a social dreamer, or by some violent upheaval suggested by a luckless anarchist.

So, too, faddists, sincere and with the best intentions, would make the world over. They would put all men and women on a common level and distribute the accumulations of thrift among the unthrifty.

How long before thrift, enterprise and foresight would again accumulate the holdings of the thriftless? How long before the shiftless would be clamoring for another distribution?

There are those who think they can legislate to make it easier for one class to live and harder for another; and those who would have the government provide maintenance for the laggard and the lunatic alike.

There are those who unblushingly challenge the beneficent Author of Their Being and march through the streets behind banners inscribed "No God and No Master."

Peril exists when we sit by idly and observe these seething currents of unreason and unrest and do nothing to check them.

It is still worse when we see public men, educators, pulpit orators, thoughtless writers and notoriety-seeking legislators apologizing for and sometimes defending the disturbers who are heading the nation straight toward anarchy, revolution and atheism.

Isn't it time that the thinking men and women of this country should think a little harder and then vote as they think?

WORDS AND DEEDS

IT is sincerely hoped that President Wilson is right in the conclusion expressed in his Baltimore speech that the Federal Trade Commission "has transformed the Government of the United States from being an antagonist of business into being a friend of business." The President said truthfully: "A few years ago American business men took up their morning paper with some degree of nervousness to see what the Government was doing to them. I ask you if you take up the morning paper now with any degree of nervousness?"

We regret to say that the answer must be in the affirmative, for while the President's words sound well, the deeds of his Department of Justice are still upsetting the business of the country. Trustbusting appears to be a continuous performance of the Texas attorney who for some inscrutable reason was lifted from obscurity and placed at the head of that great Department.

President Wilson's reassuring words were spoken in Baltimore. It was a Baltimore judge of the United States District Court, the Hon. John C. Rose, whose decision in the American Can Company's case last March was so sane and constructive that it brought a real sense of relief to the business world. Judge Rose refused the motion of the Attorney-General to dissolve the Can Company and also refused to dismiss the case. He said that "while the

BOTH SIDES

WILSON

The only thing worth talking about in politics or any other sphere is the constructive idea. "How are you going to do it?" We all know, or, at any rate, we pretend to know, what we ought to do, but we do not all know how to do it, and the very difficult question which the American people are now face to face with, and which they are going to settle, is this: "How are we going to organize our participation as a partner in the settlement of disputes between capital and labor which interrupt the life of the nation?"

HUGHES

I wish to see labor enjoying its full rights in this country. I am solicitous for the improvement of conditions of work. We are not in this country endeavoring to have our institutions worked for the benefit of a select few at the expense of many. This is a country of the plain people and I stand here to represent the interest of the plain people, but I shall stand unalterably against yielding anything to force. The Executive's surrender in the case of the misnamed eight-hour bill was an unpardonable thing, a shameful thing.

company had its origin in unlawful acts and thereby acquired a power which may be harmful and the acquisition of which in any event was contrary to the policy of Congress as embodied in the statute, it has for some time past used that power, on the whole, rather for weal than for woe."

Judge Rose declared that he was reluctant "to destroy so finely adjusted an industrial machine as the record shows the defendant to be." He did not care to substitute for this delicate machine a clumsy competitive one which would in all probability increase the cost of living to the consumer. Very wisely, against the earnest protest of the Department of Justice, he maintained the jurisdiction of the court so that it might act in case of necessity.

This is the constructive work which the President commends, yet his Department of Justice has appealed from the decision in the case of the Can Company as it has also appealed from the decisions regarding the Steel Corporation, the International Harvester Company, and more recently, the Corn Products Refining Company. The last named was organized to put upon its feet a business that had failed three times. It was so successfully reorganized that it has become the largest cash buyer of corn in the United States. It has so reduced the cost of its products that one of the principal allegations of the Department of Justice, curiously enough, was that it sold its products at such low figures that competitors were placed at a disadvantage. Yet the Anti-Trust Law had for its purpose the reduction of the cost of living!

In the Corn Products case, the attitude of the Department of Justice from the outset has been that of a persecuting rather than a prosecuting authority. It seeks the dissolution of a thoroughly organized and efficient industrial corporation into four separate corporations. This disintegration would be a death blow to the company's efficiency, not only in its domestic but also in its rapidly expanding export trade. Yet the President in his Baltimore speech declares with emphasis that he is in favor of amending the Anti-Trust Law so that it shall not interfere with combinations to foster the exportation of our American products.

The incongruity of the Attorney-General's attitude in relation to that of the President has been emphasized more than once, but never more strongly than by Mr. Wilson's address at Baltimore at this particular time.

LET THE PEOPLE RULE!

THE trouble in Mexico continues.

Colonel House is at Shadow Lawn.

A girl in Oklahoma, earning \$6 a week, recently paid \$22.50 for a pair of shoes on the installment plan at \$1 a week.

Churches, colleges, hospitals and Y. M. C. A.'s are planning campaigns this year to raise an aggregate of \$750,000,000.

A New York police magistrate recently sentenced an unruly boy to receive a thrashing and his father promised to administer it.

A woman who was convicted of burglary last June, by a woman jury in Los Angeles, secured a new trial and has just been adjudged insane by a jury of men.

Policemen representing the health department raided a Long Island home and forcibly took from a mother a 19 months' old baby as "a plague subject."

A newly married woman in Kansas entrusted her husband with the job of selling a fat hog. He spent the proceeds on a spree. She is suing him for divorce.

The widow of a millionaire coal operator who was married in Kentucky recently forfeited \$10,000,000, half the fortune of her former husband, under the provision of his will.

A grandson of the poet Longfellow, and a graduate of Harvard, recently enjoyed the experience of running a street car and afterward of carrying a hod. He is a socialist.

And the people rule.

THE PLAIN TRUTH

WEAKNESS! The human mind operates too often according to its emotions. Emotional judgment is unsafe. Peace advocates, in all sincerity, insist that making preparation for war is an admission of weakness and they challenge those who would prepare the nation to fight. Demagogues, never sincere and always posing as friends of "the common people," fill the air with defiant challenges to those who believe in the inherent right of every man to freedom of action within lawful limits. The demagogue is the cheapest of all our popular heroes, and, like every other counterfeit, ultimately must meet his fate. Countless lives have been sacrificed on the altar of patriotism; true love, in its unswerving devotion to an ideal, has challenged the censure of the world, and faith has welcomed the scorching flames of the stake, yet the soldier, the lover and the martyr all might have found peace in compromise. They would not yield to the call that wrung their hearts and the hearts of their friends. If this be weakness, then their weakness was their strength.

FILTH! When the Bishop of London attacked immoral plays recently he spoke in defense of the morals of every city and every home. Having just said that shooting was too good a punishment for a white slaver the Bishop declared: "Side by side with the male hawk as a traitor to his country is the man or woman who writes lecherous and slimy plays." The "male hawk" deals with vice at first hand and fattens upon the shame of helpless girls. The writers of immoral plays subtly sow the seed of vicious suggestion in the minds of thousands of youth of both sexes. It is a disgrace to the theatrical world that this paper or any other should have to publish for the protection of its readers a list of plays to which a woman may be taken with safety. The Bishop of London would like to see the writers of filthy plays dealt with by the law, and would have the managers stand for punishment at the same time. The answer of the playwright and manager is that they give the public what they want, or what writer and manager think they want. Without resorting to laws or courts, an aroused public sentiment can drive any objectionable play from the boards. And the stage would need no better censor than this to keep indecent plays from appearing even once.

Y. M. C. A! The Y. M. C. A. is one of the biggest and most efficient religious undertakings in the world. So practical is the nature of its work and so carefully are its finances administered by competent business men that it is easier to raise money for Y. M. C. A. than for any other religious work. Plans for its world-wide activities next year call for the expenditure of \$4,500,000. The war has enlarged its European field, and two million dollars of the budget will be spent there. From Switzerland to Central Russia the Association is now maintaining 250 graded schools and colleges of which the instructors as well as students are prisoners of war. The total enrollment approximates three and a quarter million men. For the first time in its history the Y. M. C. A. has gained a foothold in Austria and Russia. There is no other religious organization that could have so promptly and so efficiently taken up the opportunities for service offered by the European War, ministering to Jews, Catholics and Protestants, all on equal footing. Along the Texas border where American troops have been stationed, the Y. M. C. A. has founded stations and nearly 40 schools in which Spanish is the most popular course. Half a million dollars has been laid out for the work in Texas, and a million for the Industrial Department in various railroad centers throughout the country.

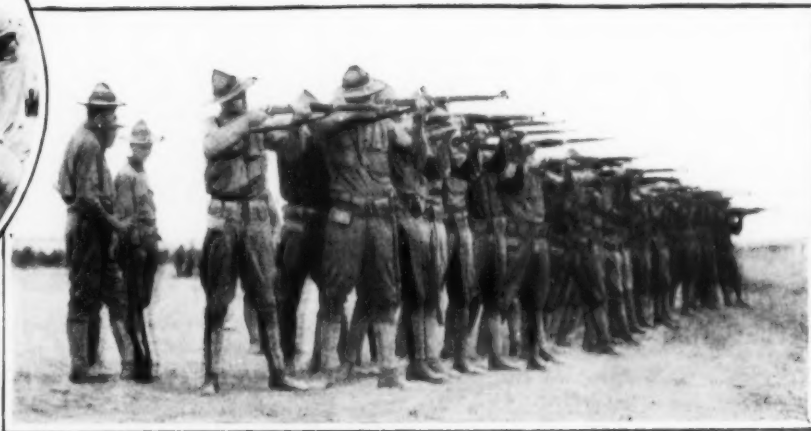
HOW THE GUARDS FULLY

PHOTOGRAPHS MADE ESPECIALLY



WHILING AWAY THE TIME

A little game of craps in the camp of the Thirty-first Michigan Infantry. The men have plenty of spare time on their hands and reading matter is not plentiful.



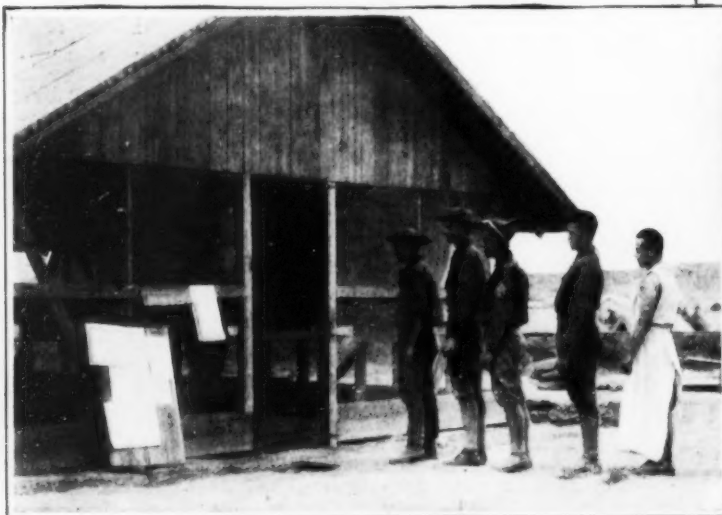
IF VILLA WERE ONLY IN SIGHT!

The Eighteenth Pennsylvania Infantry, of Pittsburgh, at skirmish drill. Drilling is done mornings and evenings, so far as possible, as the heat is intense during the middle of the day.



UP-TO-DATE FIGHTING EQUIPMENT

Fifth Maryland machine gun company. The light motor cars are used to transport men, guns and ammunition, giving the company great mobility.



VERMONT SOLDIERS VOTE IN CAMP

Vermont allowed her soldiers on the border to vote in the primaries, their ballots being counted and the returns made just as if the men were at home.

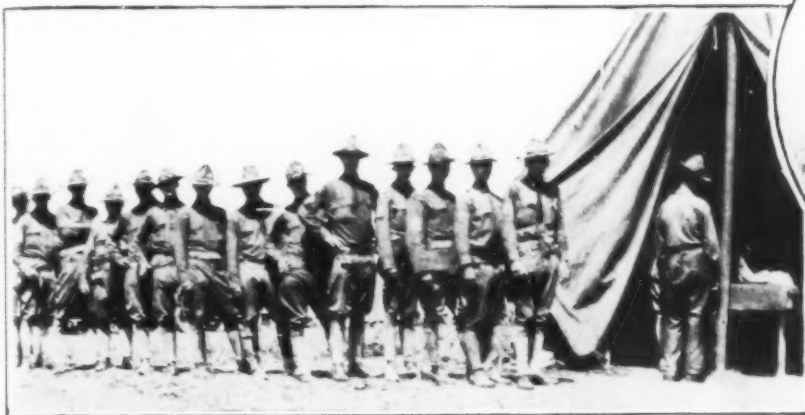


PUTTING ON THE FIRST SET OF SHOES

Rhode Island cavalymen shoeing one of the wild range horses issued to the regiment. Many of the mounts were hard to break and some of them could be shod only by drastic measures.

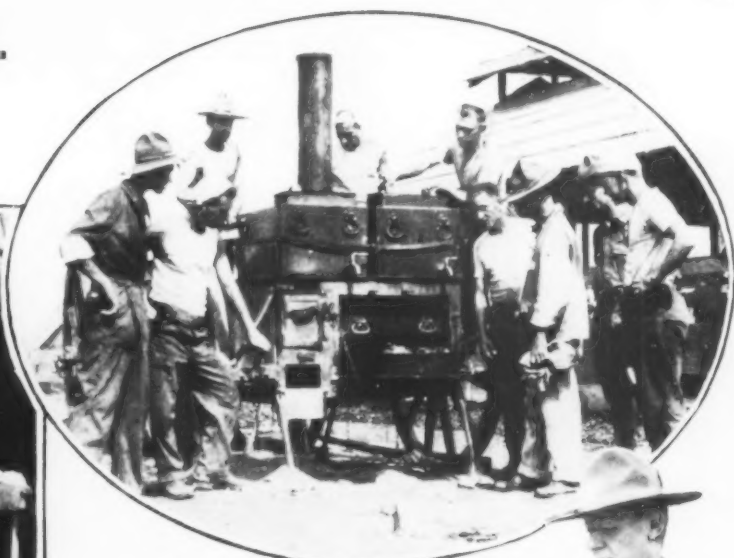
MEN ARE WATCH-WAITING

FOR LESLIE'S BY MRS. C. R. MILLER



PAY DAY DOES COME IN SOME CAMPS

A line of First Kansas infantrymen waiting for their pay. Some of the guardsmen waited months (but not in line) for their pay. There has been much criticism of this mismanagement.



NEARLY TIME FOR MESS CALL

Field kitchen in the Wisconsin machine gun company camp, at work on the evening meal. Soup and vegetables are cooked on top and beef roasted in the oven.



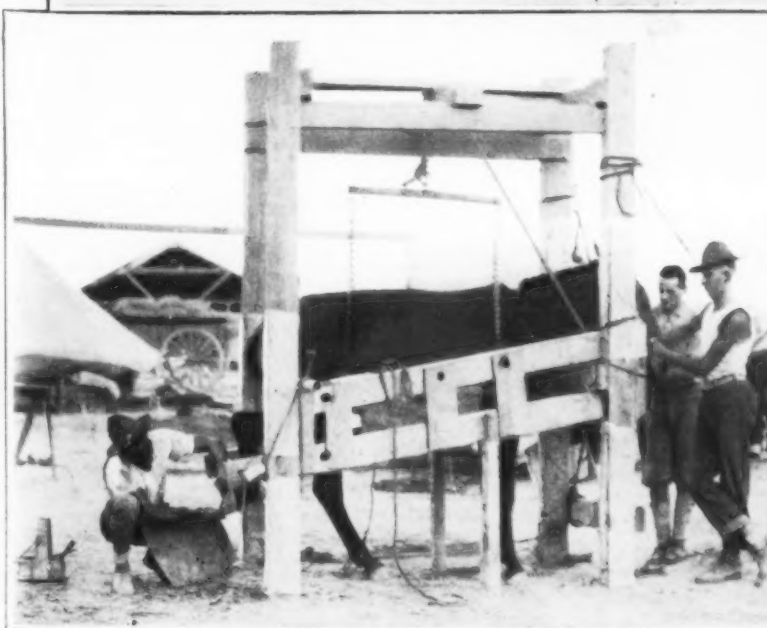
KENTUCKY'S GENERAL

General Roger Williams, who commands the Kentucky troops, has been 35 years in the National Guard, and during that time has had some exciting experiences in quelling feuds among the mountaineers.



OHIO BOYS AT WORK

Hospital corps of the Fourth Ohio Infantry bringing in a man who had been injured while breaking a horse.



ANOTHER WAY OF SHOEING VICIOUS ANIMALS

The Maryland men in camp at Eagle Pass, Tex., built this contrivance to keep mules docile while the blacksmith nails on the shoes. It is less trouble than throwing the animal and is not so likely to injure him.



THE ARMY WATER COOLER

Water is placed in a specially made canvas bag suspended so that the air circulates freely around it and evaporation keeps the water comparatively cool. This one is in use in the camp of an Illinois regiment.

MEN WHO ARE MAKING AMERICA

ROMANTIC STORY OF HOW HAZING OF STUDENTS IN SCOTLAND HELPED A. BARTON HEPBURN TO RISE IN THE WORLD---HIS SYSTEM FOR ACCOMPLISHING BIG RESULTS

EDITOR'S NOTE: In this the twelfth of his series, Mr. Forbes tells of a financier who was born poor. Next week he writes of one who was born rich—Paul M. Warburg.

BY B. C. FORBES

(COPYRIGHT, 1916, BY B. C. FORBES)

"I HAVE always been lucky."

That was the frank admission made by A. Barton Hepburn, usually described simply as a banker. His career, however, has been one of many-sided success. He has made his mark as an educator, as a lawyer, as a legislator, as a government official, as an author and as a big game hunter—of which last he is perhaps most proud.

The Chase National Bank 17 years ago, when Mr. Hepburn took hold as president, had deposits of \$27,000,000 and capital, surplus and undivided profits of only \$2,500,000. To-day it has \$270,000,000 deposits and \$20,000,000 of capital, surplus and undivided profits.

The experience I am about to tell sounds like a page from the pen of an over-imaginative novelist. Yet it is the unvarnished truth.

Mr. Hepburn had just taken his seat as an Assemblyman at Albany, 36 years ago, as a Republican under a Democratic house and senate, a position apparently offering little scope for recognition. He was writing letters in the house thanking some of his friends for the support they had given him, when he became conscious that someone had sat down beside him. He turned to find a giant of a man occupying the adjoining chair.

"I believe I have the honor of addressing Mr. Hepburn?" said the giant with a Scotch accent.

"Yes, I am Mr. Hepburn, but I am quite sure I never met you before, for I surely would remember you," was the reply.

"Mr. Hepburn, I have called upon you for your name's sake. I hope in future to call for your own sake. I am John F. Smythe, Chairman of the State Republican Committee and Postmaster of Albany, and this is why I came to meet you."

"A great many years ago I was a student in college in Scotland and in hazing the freshmen we went to great lengths, committing what undoubtedly were criminal acts. We were arrested, indicted and, despite the intercession of many family friends, were arraigned for trial, and it appeared certain we would all be disgraced for life."

SAVED FROM DISGRACE

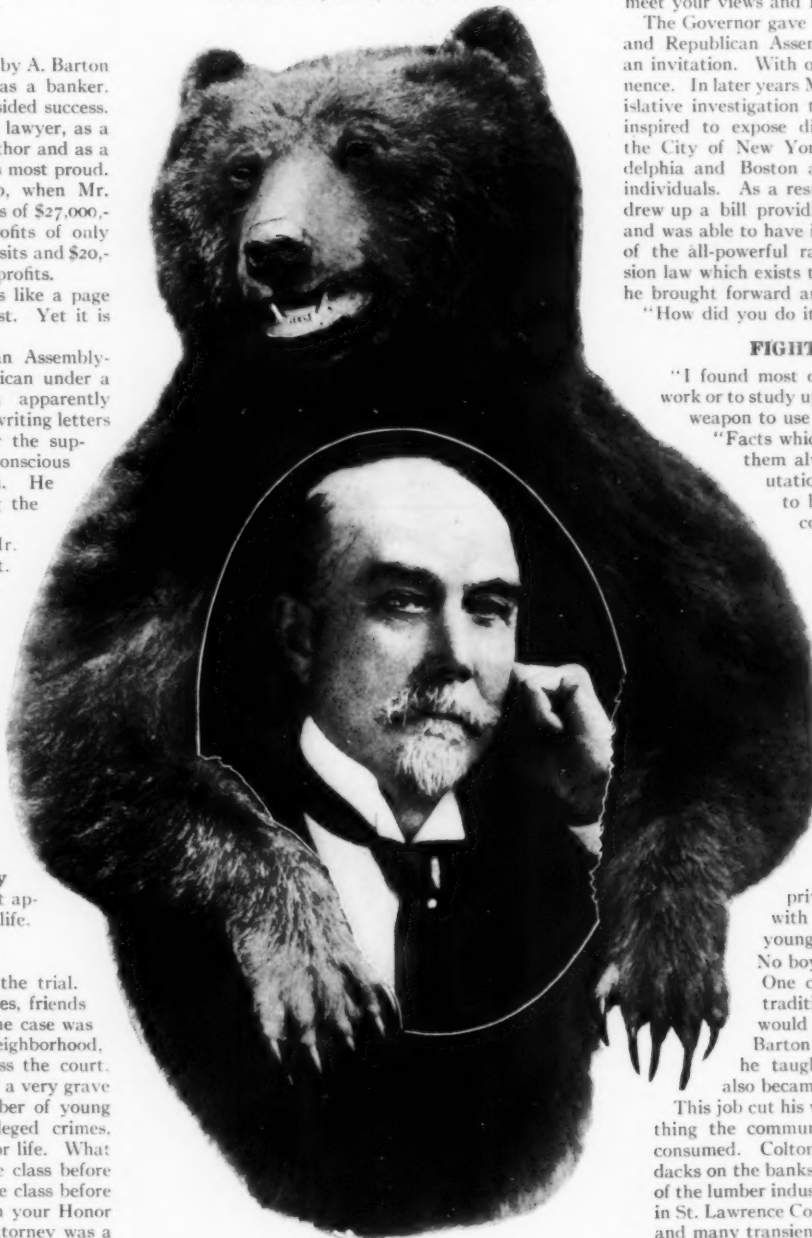
"There was great excitement the day of the trial. The court was crowded with parents, relatives, friends of the students and local people. When the case was called a patriarchal-looking old man of the neighborhood, Sir Andrew Hepburn, begged leave to address the court. 'You are about to commit a very serious and a very grave wrong,' he began. 'You have here a number of young men of excellent families indicted for alleged crimes, whom you propose to punish and disgrace for life. What they did was wrong, but what they did the class before them did, and the class before them, and the class before them, even going back to the class in which your Honor and I were members and the prosecuting attorney was a member. We all did the same thing, and if we had been indicted we would have been placed behind prison bars.'

"The aged man's appeal made such an impression that the whole proceedings were dropped.

"I came to America. I made up my mind that, while there was nothing I could do for Sir Andrew Hepburn, if I ever had opportunity to do anything for anyone having the name of Hepburn, I would not neglect to do it. Here I am. I know all about you. If there is anything I can do, I shall feel privileged in being allowed to do it. If there is ever anything you want, call on me."

Smythe was then perhaps the greatest political power in Albany and he saw to it that his young friend Hepburn was placed on important committees, thus giving him a standing in the legislature which ordinarily would have taken years to attain. Governor Tilden sent for him, complimented him on his independence of mind and asked his co-operation in carrying through reform measures which the Governor was championing. As there was a Democratic majority of only five in the Assembly, every vote counted. Hepburn was an ardent reformer and he pledged his enthusiastic support.

Alas, the very next bill that the Administration submitted called for a commission of four members whose reform proceedings were to be conducted *in secret*. The measure was railroaded through to its third reading in five minutes.



A HUNTER AND HIS TROPHY

Hon. A. Barton Hepburn and a Kadiak brown bear killed by him while on a trip to Alaska taken after his seventieth birthday

Up jumped Hepburn and made a rousing protest against the proposed star chamber methods of the commission. He thundered against secret, hole-and-corner legislative doings, although not long before he had promised the Governor whole-hearted support.

Next morning the New York Tribune and the New York Herald printed the name of Mr. Hepburn and five others with black, mourning borders around them, charged them with being lackeys of the "canal ring" and gave them a terrible editorial trouncing.

TURNING ON THE LIGHT

Hepburn got mad. He raised the question of privilege, had the articles read and then delivered a masterpiece, quoting from Blackstone down against star chamber proceedings. Speaker Jerry McGuire left the chair, came along the center aisle and sat down beside Hepburn. "I like you," he cried, shaking Hepburn's hand. "You are right and we can work together." Opposition to the secret proceedings was spreading over the State.

Tilden sent for him again. Hepburn expected a lambasting. Instead, the Governor greeted him with: "I have

read what you said in regard to this bill. You were right. We want to turn on the light. The bill will be amended to meet your views and I trust it will get your support."

The Governor gave a dinner to William Cullen Bryant and Republican Assemblyman Hepburn was honored with an invitation. With one bound he had sprung into prominence. In later years Mr. Hepburn became chairman of a legislative investigation the New York Chamber of Commerce inspired to expose discrimination by the railroads against the City of New York by giving special rates to Philadelphia and Boston and other seaboard cities and also to individuals. As a result of this investigation Mr. Hepburn drew up a bill providing for a State Railroad Commission and was able to have it passed in the face of the opposition of the all-powerful railroad interests. It is this Commission law which exists to-day. Four other important measures he brought forward and carried through.

"How did you do it?" I asked Mr. Hepburn.

FIGHTING WITH FACTS

"I found most of the members did not know how to work or to study up a subject and that the most formidable weapon to use was a volley of facts," he replied.

"Facts which could not be disputed when fired at them always awed them. Having won a reputation for being right, it was easy enough to become a factor in any debate. Of course, I had to work very hard."

Five years' effective work in the Assembly won him the appointment of Superintendent of the State Banking Department.

But let us get back to the beginning of our story. The founder of the Cleveland Plain Dealer, a successful railroad contractor in Ohio and a literary-oratorical light, all three of good education, were among the uncles of Alonzo Barton Hepburn, but his father, a farmer in Colton, N. Y., objected to giving him a college education on the ground that it would unfit the youth for the work of a farmer.

Three elder brothers had gone off as privates in the Civil War—each came out with a commission—but Barton was too young, having been born on July 24, 1846. No boy had ever gone from Colton to college. One citizen who was not at all proud of this tradition offered to lend the lad \$1,000 if he would take insurance and join the Masons. Barton did. To eke out his slender resources he taught district school between terms and also became clerk in a Colton store.

This job cut his wisdom teeth. The store bought everything the community produced and sold everything it consumed. Colton, lying at the foothills of the Adirondacks on the banks of the Raquette River, at the entrance of the lumber industry, was then the most flourishing place in St. Lawrence County, with 1,800 permanent inhabitants and many transients. The young clerk learned to handle and appraise the value of all sorts of materials raised by the farmers as well as the supplies needed for the lumber camps up the mountains.

On graduating with an A. B. degree from Middlebury College, the town where his father was born, he became instructor of mathematics at St. Lawrence Academy and later principal of Ogdensburg Educational Institute at a salary of \$1,200 a year. This enabled him to pay off all his debts. He next studied law, was admitted to the bar and returned to Colton to rest up.

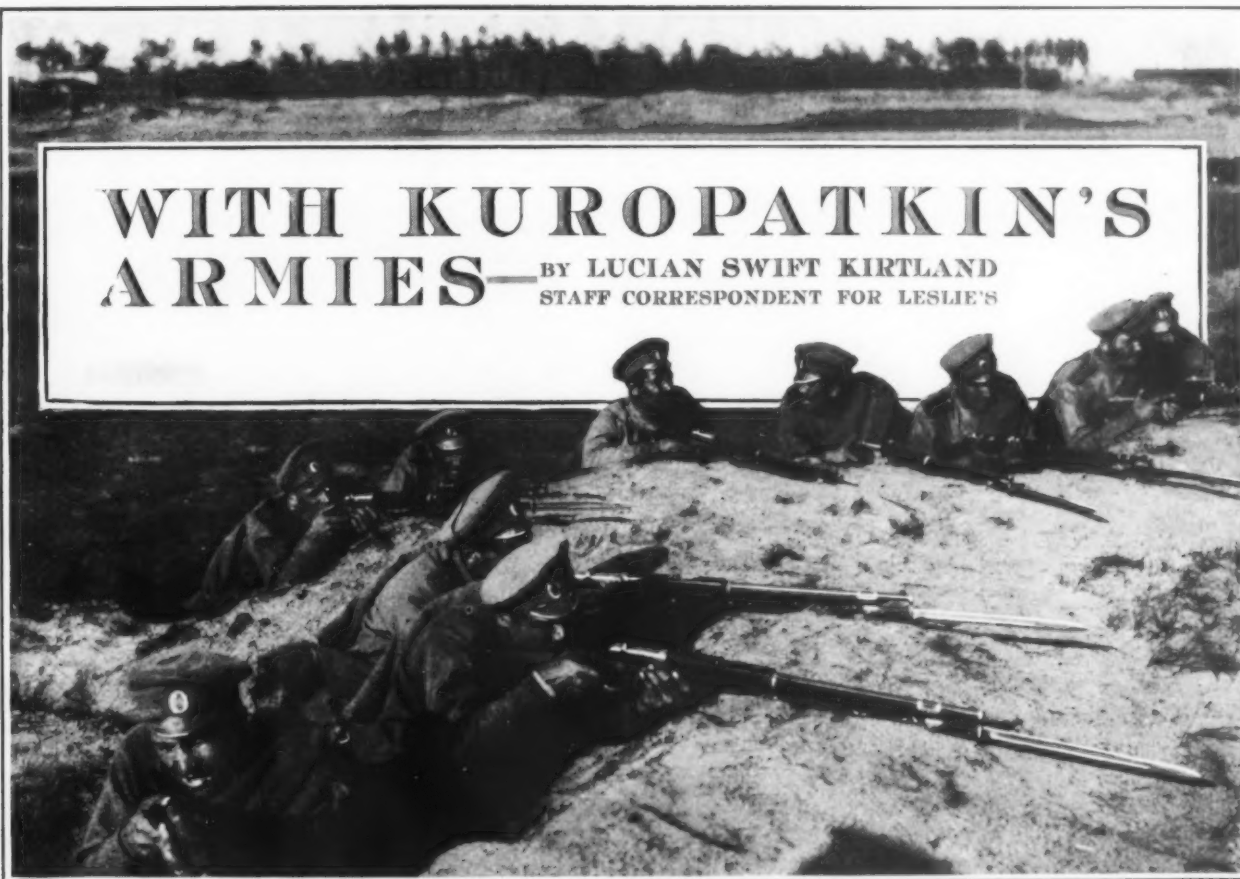
So many people swarmed to him for legal advice that he decided to stay there and practice. He could pick whichever side he wanted in almost every suit. Business boomed. His clients included the King Estate of Boston and others owning extensive tracts of land. Then the State of New York engaged him to look after overdue taxes, etc. Plenty of timber land could be picked up by merely paying back taxes.

Hepburn saw his opportunity. He bought 30,000 acres at 50 cents an acre, sold some timber off it, joined several others in building a saw-mill which cut 25,000,000 feet per year, put money into wing dams and made the river navigable for logs. He was, however, "land poor."

Governor Cleveland offered to reappoint him State Bank Superintendent, but as his lumber interests were harassing him, he quit. In addition to his domestic expenses,

(Continued on page 410)

WITH KUROPATKIN'S ARMIES—BY LUCIAN SWIFT KIRTLAND STAFF CORRESPONDENT FOR LESLIE'S



YARD BY YARD THE RUSSIANS IMPROVE THEIR POSITIONS

General Gourka told Leslie's correspondent that a war might be fought to a conclusion in the trenches without any great sweeping field movements. Here are some Russians taking a new position under fire in the minute maneuvers by which small gains are made day by day and which are all a part of the great plan by which Russian commanders hope eventually to free their territory from the German invaders.

sat there behind his machine guns with no Christmas spirit in his heart.

For 24 hours the shelling had been heavy. Then the wire cutters and the bomb throwers slipped out into the gray mist. After a few long moments came a signal, and then a German rifle spoke and then another until there was a pumping rattle. The Russians were out of the trenches and running with the speed of heavy men, so deceptive by its lack of grace.

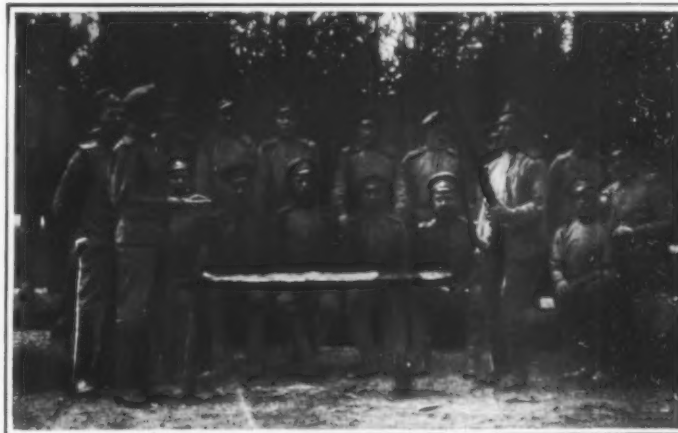
The enemy machine guns had unlimbered. The muzzles mowed the advancing ranks, but in the darkness the toll was uncertain. No one could afterwards remember exactly what did happen in the barbed wire tangle. When the wire was passed, it was passed and was credited up in the list of all miracles. But the men were through, some of them, and were swarming into the trenches. A hand grenade answered for the most troublesome of the machine guns. Bayonets silenced the others. There had been 18 minutes of it, and the first German prisoner was under escort towards the rear. Then came a half hour of titans' labor—the right about facing of the trench by the first light of the dawn.

There was a shout. Shoulders straightened. Was it the counter attack? Yes—there were the Germans, but there were only four of them. They were coming from nobody ever knew where and they were carrying, slung on handles, two huge bombs of a new and utterly strange variety. It seemed that the approaching men must have been drugged into madness, for they laughed and shouted to the Russians. Was it a gas attack? Or some new invention more devilish even than anything Teuton ingenuity had yet brought into modern war?

Men who had been facing machine guns a few minutes before were now going into a panic. The

Germans came nearer. Not a hand was raised against them. But suddenly those four Germans shrieked and dropped the great polished iron mysteries and took as suddenly to their heels as they had suddenly appeared in the first place. Shots followed their retreat, but wildly.

Some of the Russians cowered in the trenches for protection against the fearsome gifts, others stared fixedly, as if fascinated by the contemplation of death. Finally a young officer picked out four men to carry off the shining pieces of polished metal. With white faces they reached for the handles. If there had been a German counter attack at that moment, the hands of the onlookers could have been tied without waking them from their trance.



PHOTOGRAPHED ON THE THRESHOLD OF DEATH

Nine of the men in this photograph sat down to dinner within half an hour after the picture was taken. A shell killed eight of them at table so instantly that they never knew what had happened. The colonel (with the stick at the extreme left) was the only one who was not killed outright.

The bombs were carried off to the heart of the woods. For 12 hours they rested there. In the late afternoon a visiting colonel of Cossacks declared for an investigation out of devotion to military science. As no one else volunteered he approached the mysteries, unclamped a lid and threw it open. A rich smelling steam arose. It was from a very good quality of soup. Those caldrons were the new German "ever-hots"—and double-lined with some sort of non-conductor of heat.

But, also, imagine the surprise of those four German cooks upon finding so suddenly that Ivan Ivanovitch was waiting for Fritz's breakfast!

Give the Russian an ax and he becomes an artist. The

(Continued on page 411)

EDITOR'S NOTE:—This is the fourth and last of the articles in which Mr. Kirtland records his impressions of the northern Russian battle front. He is now at work on a review of Russia's economic and commercial possibilities—a subject that he was especially commissioned to study for LESLIE'S. The first of these articles will appear within a few weeks, and they will give, for the first time, a complete, truthful and up-to-date survey of the trade opportunities for Americans in the vast empire of the czar.

(CONTINUED FROM LAST WEEK)

ALONG the north Russian front there is day in, day out desperate guerrilla fighting. Each dune, lake, swamp, forest, marsh and field has its own story, but these stories go unheralded except for the official reports of "a few lines of enemy trench were taken," or "nothing of marked importance happened to-day."

This is one happening of that unpublished detail. It has to do with a sharp couple of hours, and a twelve hours' climax. It was in the Dvinsk district.

Under protection of the forest and some convenient knolls the Russians had pushed forward their trenches into the marshy no man's land until they were in a position to be most covetous of a strip of enemy diggings. It wasn't much they wanted, only a few hundred yards, but Fritz



THE DIABOLICAL TRENCH MORTAR

These soldiers are Lettish volunteers—the only Russian soldiers who are not conscripts—and they bought their trench mortars with private funds. They are experts in timing fuses so that the shells will explode just at the right instant.

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



Dorothy Klump

YOUTHFUL SWIMMING MARVELS

Never in the history of modern athletics have so many children been taught to take care of themselves in the water as at the present time, and the results obtained are worthy of the objective. Two little ones who have profited much in this respect are Elinor Estes, 3½ years old, of Orlando, Florida, and 7-year-old Dorothy Klump, of Philadelphia. The former, known as the "champion baby swimmer of Florida," can swim 25 feet at a stretch, dives perfectly, floats and makes her way under water with eyes open. Dorothy swam across the Schuylkill River, at Lafayette, and back, 320 yards, with hands and feet tied.

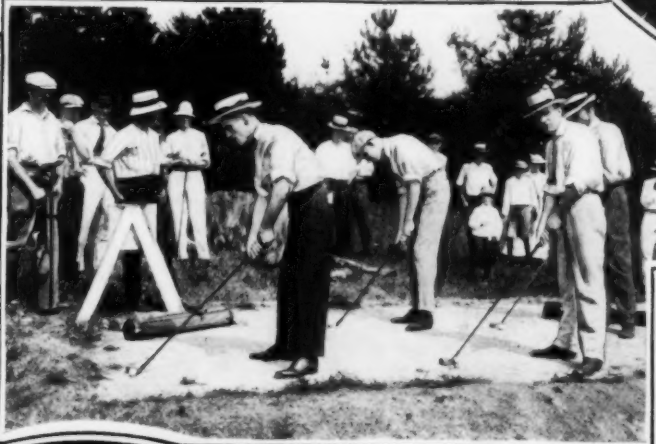


Elinor Estes



YOUNGSTERS AS HORSE SHOW WINNERS

At the 23d annual Westchester County Horse Show, at Gedney Farm, White Plains, N. Y., a famous gathering place for lovers of the horse, Miss Marion Healy, on Llwyn Jess (left), was awarded first prize for ponies 13 hands or under, ridden by children; and Miss Evelyn Hall McManus, on Lady Fan (right), received the second award.



UNIQUE INDEED IS THIS GOLF COURSE

First game on the new municipal golf course, at Elmwood Park, Omaha, Neb., which was opened recently, and which enjoys the distinction of being the only one in existence on which an entire game may be followed by automobile.



THEY CAN SYMPATHIZE WITH OUR BOYS ON THE BORDER

Heeding the "back to nature" call, five young women, all well known in the smart sets of their respective home towns, barefooted and clad in light walking dresses, completed a 100-mile hike from South Woodstock, Conn., to Sharon, Mass., camping along the way and occasionally imitating Psyche's famous brook-gazing feat. They are, from left to right, Madeline Haff, of Kansas City; Georgia Sprague, New York; Margaret Chamberlaine, Dobbs Ferry, N. Y.; Vivian Johannes, Stevens Point, Ia., and Mary Gavin, Indianapolis.



Steve Yerkes



Eddie Mensor



"Doug" Baird



Zack Wheat



Sherwood Magee

SIX RECORD MAKERS OF 1916

Occasionally Grover Cleveland Alexander, the Quakers' mighty twirler, does go up in the air, as the picture will prove, but when he makes his aerial flights they are in a regulation machine. Recently "Alex" wound up another great year on the mound by defeating the Reds in both ends of a double header, and shattering the major league shut out record, set by himself earlier in the season. One of his wins over the Cincinnati team marked his 15th runless game for 1916. Steve Yerkes, who finished the season as second sacker for the Atlanta Southern Association team and well remembered as an American and Federal League star, accepted 111 chances in 22 games without an error, a new high mark for this league. Sherwood Magee, the Braves' left fielder, went through 78 games and accepted 170 chances perfectly. The old major league record was made by Schulte, of the Cubs, who had but one error in 125 chances. "Doug" Baird, third baseman for the Pirates, went thirty games without an error, in which he handled 100 chances. Eddie Mensor, of the Northwestern League's Spokane club, accepted 239 chances without an error in 114 games, working in the outfield and at second and third bases. Zach Wheat, the Brooklyn team's heavy hitting outfielder, swatted safely at least once in 29 consecutive games.

PEOPLE TALKED ABOUT



NORTHWESTERN'S PRIZE ORATOR

Miss Mabel Mason, of Des Moines, Ia., representing Northwestern University, was winner of first honors in the Northern Oratorical League, composed of Northwestern University, Oberlin College, and the State Universities of Minnesota, Iowa, Wisconsin, Illinois, Indiana and Michigan. This contest has been an annual event for 26 years. Miss Mason is the only woman to win this honor and is said to be the first winner to get four out of a possible five first rankings. At college she was class poet and woman's editor of the college daily. This photograph shows her in the uniform of the Third National Service School at Lake Geneva, Wis.



CARES FOR CRIPPLED SOLDIERS

Mrs. Florence Harper, a wealthy Toronto woman, who has lived much in New York and Paris, and who is a writer of some note, is shortly to return to France where she has been for most of the time since the beginning of the war. She does relief work among hopelessly crippled soldiers, not through organizations, but by personal effort to which both her time and money are liberally given.



PRINCE GEORGE TO BE A SAILOR

Prince George, the fourth son of King George V of Great Britain, has been enrolled as a cadet in the royal naval college at Osborne, England. He is just 14 years old. In entering the navy he follows the footsteps of his father, who had a training at sea.



A SMALL BOY AND A SMALL FARM

Albert Brunswick, 14 years old, of Gray Road, Cincinnati, won first prize in the competition of the Market Garden Club of the public schools by raising and selling \$122.40 worth of vegetables from a plot of ground 30 by 90 feet. His principal crop was 50 barrels of lettuce and nine barrels of tomatoes. He says he expects to raise twice as much next year.



IOWA'S BEST BABIES

The two babies officially judged to be the best in Iowa are here shown seated on the knees of Governor George W. Clarke. Carroll Johnson, of Des Moines, was pronounced the best boy baby and Marjory Schuetz, also of Des Moines, was chosen as the best girl baby at the State Baby Health Contest held at the State fair. Carroll is two years and eleven months old and scored 97.7, while Marjory, two years and ten months old, scored 97.4. The fathers of both children are attorneys.



HALE AND ACTIVE AT EIGHTY-EIGHT

Mrs. Russell Sage, whose benefactions have made her name a household word, recently celebrated her 88th birthday. Her generous gifts to Syracuse University, the Rensselaer Polytechnic Institute, and Emma Willard Seminary have endeared her to the rising generation.



HELPING HUGHES CAMPAIGN

Mrs. George Harvey, wife of the man who discovered the political possibilities of Woodrow Wilson, is the active head of the National Hughes Alliance in New Jersey. Her husband is editor of the *North American Review*. The baby in the photograph is Mrs. Harvey's granddaughter.

WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

PRE-ELECTION PROSECUTIONS

It is rather in the nature of a political coincidence that the Department of Justice should file briefs in the suits both against the Reading Railroad Company and the Lehigh Valley Railroad Company on succeeding days. Also, strangely enough, each of these roads is charged by the Government with obtaining a monopoly of coal lands. In the brief against the Reading it is charged that through various companies controlled by the Reading a combination has been built up which is the backbone of the alleged monopoly of anthracite; that it controls about two-thirds of the entire deposits and that its supply will outlast by many years that of any other producer. "In time," says the brief, "this combination, if not dissolved, will own or control every ton of commercially available coal known to exist." Yet it is charged against the Lehigh Valley that "the company continues to monopolize the production, transportation and sale of coal from all the mines located along its land, amounting to about 90,000 acres." No results of any importance to the people were accomplished by the dissolution of the Standard Oil Company and American Tobacco Company, yet the Government keeps on hammering away, for political purposes only.

HOW MEXICO MAKES MONEY

THERE is not likely to be a stable government in Mexico until the finances of the country are placed upon a firm basis. Without proper financing of the government, Carranza will have little hope of holding his army. Unless they are sure of their pay, his soldiers are apt to turn to the more profitable field of loot. So long as our administration takes the attitude that the American flag does not protect American investors abroad, financiers of the United States are not likely to lend money to Mexico. Nor are any of the large American interests likely to resume or develop their business in Mexico so long as there is danger of confiscatory taxation. One of the



From the St. Louis Globe Democrat
"MAYBE IT IS TIME I WAS SAYING SOMETHING"

most important problems that must be considered is the attempt of the Mexican authorities to tax American enterprises out of existence. At present there is a heavy production tax on all Mexican oil intended for export. There is also what is known as a "bar" tax, or export tax. American investors have been fearful for a long time that the Mexican government will increase these taxes to a prohibitive figure. If the Mexican commissioners were to give assurance that taxation of American interests would be equitable and that there would be no further increases, the

effect upon American investors would help Mexico as well as the United States. The prosperity of Mexico in a large measure is dependent upon the maintenance of commercial relations with the United States. If the American government were to give assurances of protection of American rights abroad, the Mexican problem would be nearer solution.

WHAT THE VICTOR WILL DO

IF the Republican party regains control of the Government Republican members of the Senate say that the following programme will be put through without delay: An early revision of the tariff to restore it to a protective basis; the elimination of the shipping board by the simple expedient of denying it further appropriations; legislation to encourage American shipping by means other than Government ownership, with probably a tariff differential favoring goods shipped in American bottoms; repeal of the law providing for the establishment of a Government armor plate factory, and an acceptance of the offers of private plants that the Government pay the initial cost of production together with what the Government considers a reasonable profit; the enactment of a law permitting exporters to cooperate for the foreign trade and a Federal incorporation act, doing away with the multiplicity of bodies controlling the railroads, and placing all the roads under the single jurisdiction of the Interstate Commerce Commission. If the Democrats are kept in power it can be stated authoritatively that President Wilson will urge the immediate enactment of an arbitration law similar to the Industrial Disputes Act now in force in Canada; the enlargement of the powers of the Interstate Commerce Commission; the enactment of the Webb bill to permit cooperation among American manufacturers for the foreign trade, and finally, an increase in the powers of the Federal Trade Commission so that it hereafter will say what business men can do as well as what they cannot do.

THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

WILSON REVIEWED BY PREDECESSORS

COMMENTS on the political situation by ex-Presidents are always interesting. At momentous times in the handling of our foreign relationships during the past three and a half years, ex-President Taft either kept silent or advised the upholding of President Wilson's hands as the head of the nation, but in the *Yale Review* for October in a keen analysis of the Democratic record, Mr. Taft shows how often President Wilson has changed his convictions in response to political expediency. In 1912, Mr. Wilson favored the exemption of our coastwise trade from Panama Canal tolls, but later asked Congress to repeal the exemption. In campaign speeches he upheld the principle of the merit system in the civil service. As President he signed a bill taking out of that system all deputy collectors and deputy marshals, and other bills creating thousands of new offices outside of the civil service. Flouting at first the necessity for preparedness, Mr. Wilson later advocated the greatest navy in the world. As a publicist Mr. Wilson took the ground that the Philippine peoples could not easily be trained to self-government and that a Federal child labor law would be a departure from Constitutional limitations. As President he reversed his attitude on the Philippines, and signed a Federal child labor bill. Having once laughed to scorn the idea of a tariff commission, we find him later advocating its creation. Protested in a memorandum attached to the Sundry Civil bill against the class legislation exempting farmers and labor organizations from the operation of the anti-trust act, he later signed the Clayton Act which did this very thing. As to the Mexican situation, Mr. Taft says it is "difficult in the history of any country to find in the short space of three years such a series of blunders and of breaches of international law"; while he characterizes Mr. Wilson's yielding to the threat of the railroad brotherhoods as "one of the most humiliating episodes in the nation's history, fraught with far-reaching, evil consequences." Mr. Wilson's severest critic is ex-President Roosevelt. In his famous Maine speech, replying to the claim that the President had kept us out of war, Colonel Roosevelt declared that "peace still continues to rage as furiously as ever in Mexico." Characterizing Mr. Wilson's policy as one of "drift" and "spineless failure," he declared that in international affairs the President has been continually hitting but hitting soft, and that whenever his opponent hit back he promptly

dropped his arms and "took refuge in platitudes about peace, non-intervention and humanity."

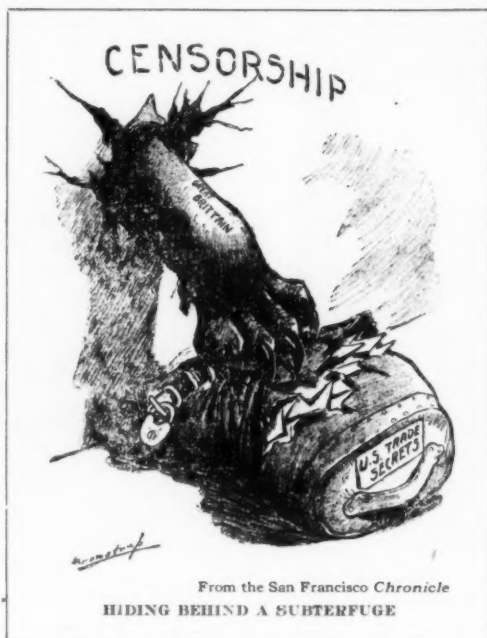
BUSINESS MEN IN POLITICS

STIRRING appeals are being made to business men to take greater interest in politics in self-defense. In view of the tremendous power labor leaders are exerting in securing legislation, the daily press and influential publications realize the need of such activity. *Domestic Engineering* of Chicago, in a trenchant editorial on "Business Men in Politics," says: "It is hardly to be expected that every other business man should become a legislator or a ward boss, but in the interests of self-protection, all business men should be expected at

least to take a more personal interest in the selection of legislators who will properly represent them in the framing of the State's and Nation's laws." Had business men been ready to protest in an organized way before legislative bodies they would not now be laboring under so many unjust and restrictive measures. Nor would there have been enacted the great body of laws favorable to labor had not labor presented a united front and demanded their passage.

THE SYMPATHETIC STRIKE

THE lukewarmness of labor to a general sympathetic strike in New York City is a sign, says the *New York World*, that "organized labor as a whole is honest and wiser than most of its leaders." "What is at issue now," says the *Tribune*, "is not the principle of unionism, but the practices of some of the union organizers." The failure of the sympathetic strike to materialize strongly on the date announced has given a set-back to the strikers. Chairman Oscar S. Straus, of the Public Service Commission, issued a statement warning union workmen that those who had contracts with their employers could not hope ever again to have their agreements respected if they should disregard them by joining a sympathetic strike movement. A "union man" in a letter to the *New York Times* thus sums up the harm that a sympathetic strike means to organized labor: "It means the loss of the public's confidence that has been gained by the patient and unselfish labor of a few conscientious builders in the union ranks. It means the ruthless destruction, by a few, of the foundation of unionism built upon the sacrifices made by thousands of hard-working, intelligent members of the laboring class." Much has been made of the remark of Secretary Bohm of the Central Federated Union, "Let the people go hungry. It will help their digestion." The Merchants Association of New York has submitted to the Chamber of Commerce of the United States for referendum to its members a plan to avert strikes on public utilities. It is based on a "contractual relationship" between corporations and each employee, similar to the existing two-year agreements between the Interborough Rapid Transit Company and its men. No limitation is placed on the employee's right to join labor unions and co-operate with them to better his condition in any move that does not impair the service, while the right is retained by the employee to terminate the contract on 30 days' notice.



From the San Francisco Chronicle
HIDING BEHIND A SUBTERFUGE

October 12, 1916

HOW BIG GUNS GO UP THE ALPS

FROM DONALD C. THOMPSON, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



MEN DO THE WORK OF HORSES

Usually artillery is moved by horses, but in the Italian campaign in the Alps horses are of no use. Big guns must be dragged up sheer precipices, as shown in the photograph. This means hard work for the soldiers. Wonders have been accomplished in getting heavy artillery into seemingly impossible positions. The ammunition must be brought up by hand, too.

WHY ITALY MOVED SLOWLY

In some cases field guns had to be dismounted and dragged up one piece at a time. With such difficult preparations it is small wonder that the Italian advance was slow, especially as the Austrians contested every foot of the country with skill and courage.



DRAGGED UP A MOUNTAIN

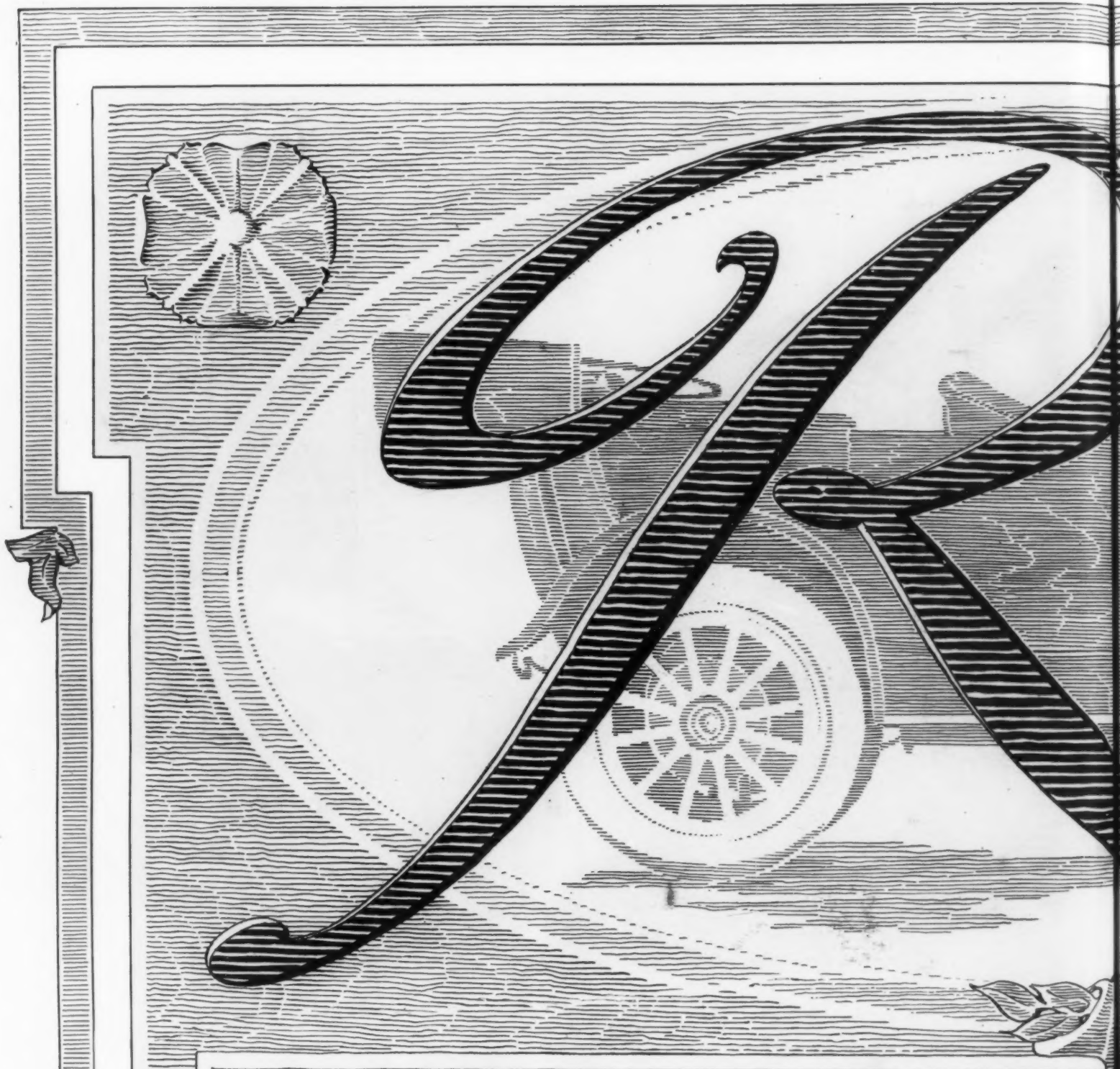
A 10-inch gun hauled up steep declivities by man power and reassembled and being placed ready to be turned against the enemy. The Italians are justly proud of their artillery, which is said to be quite as good as that of the French. Their army includes many hardy mountaineers who are invaluable in such a campaign as has been carried on during the past 16 months.



NEARING THE END OF A LONG PULL

Front wheels of a gun carriage almost at the crest of a ridge. These wheels had been drawn up a sheer precipice more than 100 feet high, and the rest of the gun was still to follow when this picture was taken. The hardest part of the job is handling the

gun itself, which weighs many tons and can be moved only with heavy tackle. After the guns reach the heights they are often hard put to for shelter on the rocky ridges, and an exposed cannon is a fine target for the enemy.



What's in a Name?

The query is centuries old—the answer ever new.

For the Bard himself did not give an adequate answer, though cleverly he seemed to do so.

There may be everything in a name—or nothing.

Depending entirely on whether or not there is an ideal, a purpose and a will back of the name.

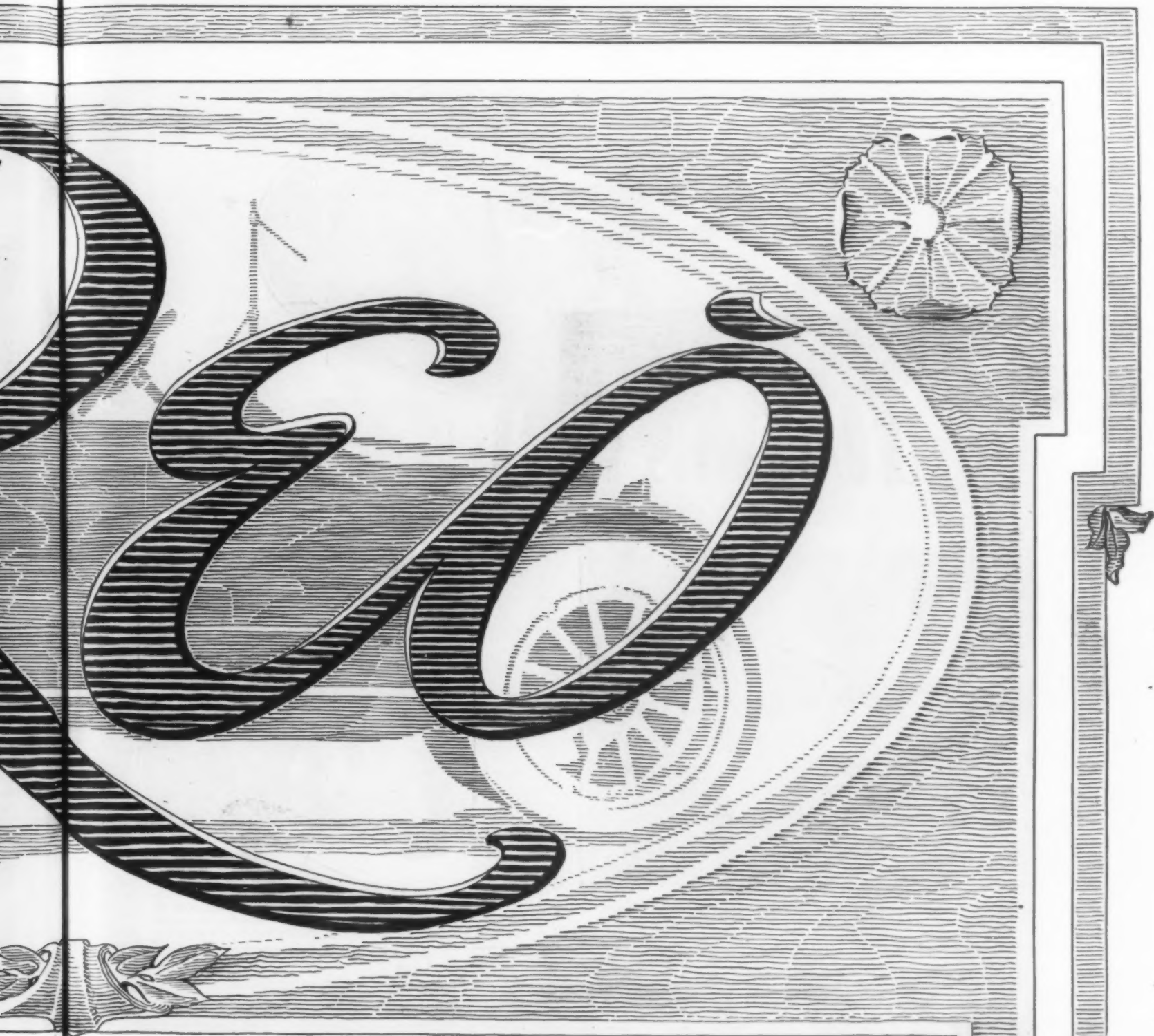
Names die or endure—they get their deserts.

In recent times men seem to have overlooked that fact—that inevitable reward for good or ill.

Names in our day, are, alas, too often regarded only as things with which to conjure—to capitalize—to exploit—to realize on—quickly; even at the sacrifice of the name.

If the name Reo stands for much in your esteem, it is because back of that name is an ideal—and a definite, unswerving purpose.

Nothing Utopian or theoretical, but a practical business policy that looks to the future—and is willing to wait a little while for the full reward—feeling, knowing, that that reward will be the greater for the time spent in deserving it.



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We Reo Folk believe in the Golden Rule so sincerely we apply it in business as in personal affairs—week days as well as Sundays; in our dealings with customers we may never see, as with the home folk.

Reo success—and that success has been more than we could have hoped for in the beginning—has been due directly to the ideals that are Reo—and the consistent adherence to a policy laid down in the beginning.

It is our boast, and our pride, that the name Reo stands for all that is fair and good in mer-

chandising, as it stands for the ripest there is in experience and the best in manufacturing facilities.

To such an extent is this true, you who read this have come to know and to regard the Reo product as "The Gold Standard of Values" in automobiles and motor trucks.

It is our ambition to so conduct this business that, as the years go by, you will not find reason to change, but will be the more strongly confirmed in that good opinion of Reo.

Reo Motor Car Company,

Lansing, Mich.

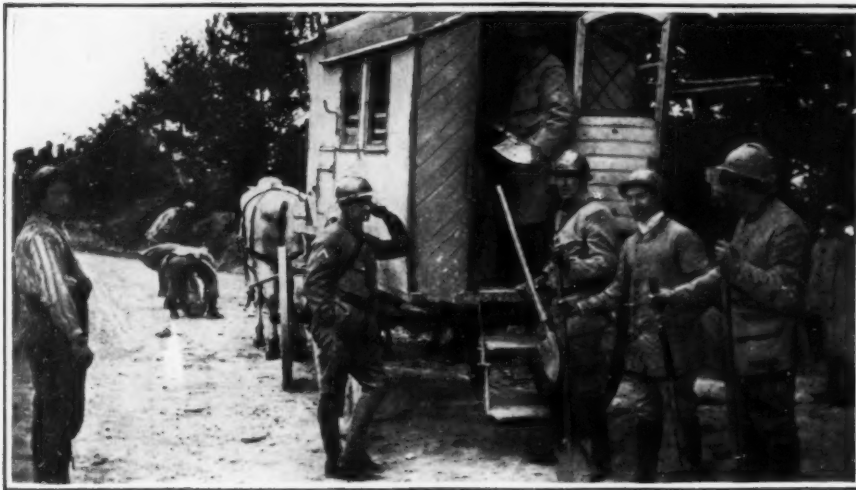
FRANCE'S VICTORIOUS ARMIES



Photographs by Courtesy of
Ministry of War

FRANCE AND BRITAIN AT SALONIKI

General Serrail, the French commander-in-chief, and General Mahon, the British commander, in conference at Saloniki, attended by their staffs. At Saloniki, as in France, the French commander is supreme. Great Britain manages the war for the Allies on sea and France on land.



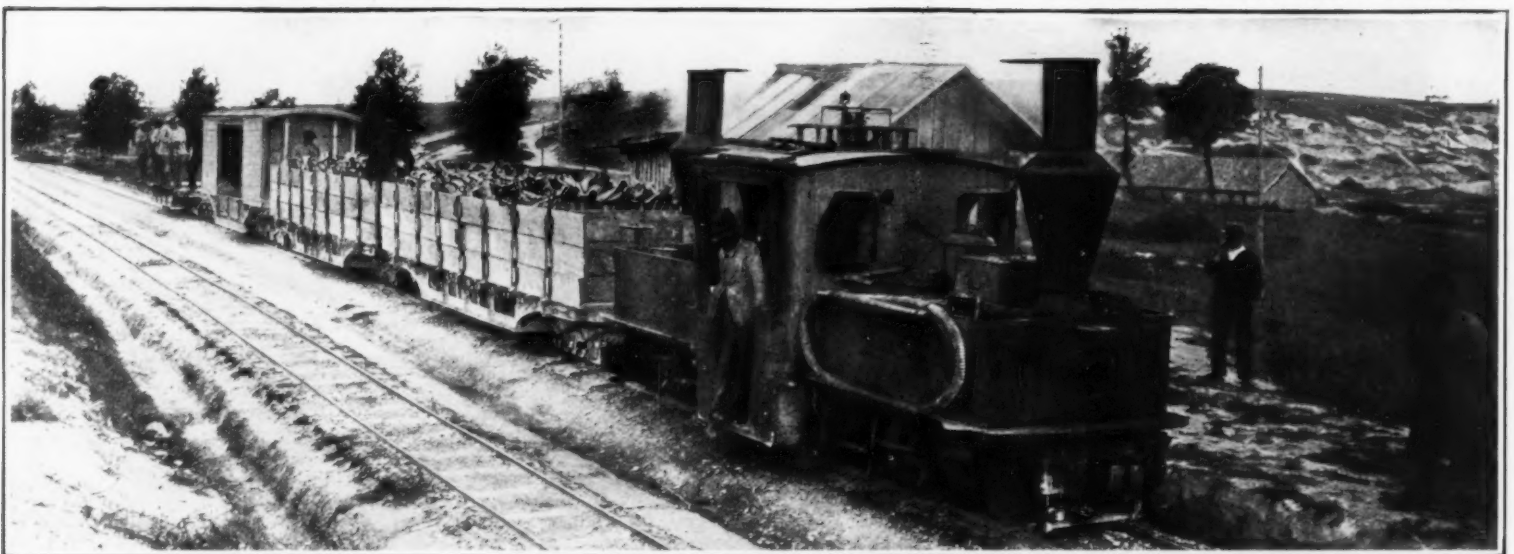
ENTRENCHING THE GROUND THEY TAKE

French sappers filling their cart with tools to be used in digging new trenches in the recently conquered Somme territory. From July 1st to September 15th the French had advanced along a 15-mile front to a depth of 5 to 10 miles, and the front was being steadily widened.



AN ENEMY AIRMAN CAPTURED

Young German aviator, taken prisoner, submitting his papers to French officers. The chivalry that we are told formerly graced war survives, principally in the air service.



SHELLS THAT MUST WORK AGAIN FOR FRANCE

Empty shell cases from a battery of Seventy-fives being taken back from the firing zone on their way to a munitions factory, where they will be reloaded. This train is from Decauville, in the Marne region. Every bit of material picked up on the battlefield is saved by the French and

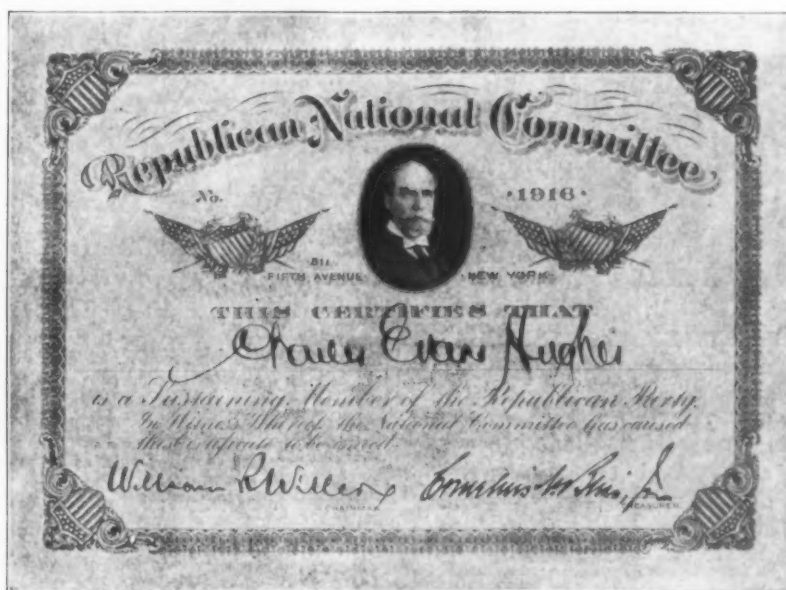
put to use. By law all the stuff found on the field belongs to the French republic. Empty shells from French guns can be reloaded several times. Empty shells from enemy guns are useful only as raw material, as they are of different calibers from the French guns.

Republicans, Progressives, Independents, and Democrats

of the Andrew Jackson type—the American and National type

ATTENTION !!!

This is a time for UNIVERSAL service by the rank and file of the Republican Party, and by those who believe in its principles. Enroll yourself at the National Headquarters as a Sustaining Member of the Republican Party by sending a check for ten dollars together with your name and address to Cornelius N. Bliss, Jr., Treasurer, 513 Fifth Avenue, New York. In return you will promptly receive a Certificate of Membership as reproduced below.



A PATRIOTIC CREED

WE believe that the honor, safety and vital interests of our country, the preservation of her prosperity and the maintenance of her just and fitting rank among Nations demand the election of Charles Evans Hughes as our President.

Is this your Creed? Lend it then your support by becoming a Sustaining Member of the Republican Party.

Robert Bacon

Charles J. Donaharte

Joseph H. Choate

W. M. Carey

M. J. Harding

Charles W. Fairbank

Charles D. Miller

Wm. H. Taft

H. C. Lodge

Theodore Roosevelt

Wm. H. Taft

Raymond Robinson

Wm. H. Taft

L

Cornelius
N. Bliss, Jr.
Treasurer
513 Fifth Ave.
New York

Dear Sir:—Enclosed find my check for ten dollars. Please enroll me at the National Headquarters as a Sustaining Member of the Republican Party.

Name.....

Address.....

"When a Feller Needs a Friend"

By Claire Briggs



WERE you ever a boy? A real boy, we mean, with a natural dislike for music lessons, rainy days and "solitary confinement"? And did you happen to be the only kid in the neighborhood who didn't have a King Air Rifle to play with—for Soldiers' Drill, Indians and Cowboys, Scouting, Target Shooting an' ever'thing? Make friends with your boy. Bring him up with a King if you want him to be one when he grows up!

There's a right size King for every size boy, priced from 25c to \$2.50. Boy, ask Dad to help you pick yours out at the hardware store!

500 SHOT REPEATER, No. 22
King is a big favorite. Lever Action. Automatic loading. Nicked barrel. Walnut stock. Light, strong, accurate. At your dealer's or direct from factory, prepaid for

\$1.25

SEND FOR THE BRIGGS BOOK

—full of cartoons of boys having fun with Kings, containing story of the air rifle and how it is made, and listing the full King line with prices. Send 2c Stamp to Dept. I

THE MARKHAM AIR RIFLE CO.
Plymouth, Michigan

KING
AIR RIFLES

MOTORISTS' COLUMN

MOTOR DEPARTMENT

CONDUCTED BY H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks, delivery wagons, motorcycles, motorboats, accessories or State laws, can obtain it by writing to the Motor Department, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City. We answer inquiries free of charge.



A TRUCK WHICH HAULS—AND DOES NOTHING ELSE

Overhead cranes for storing the coal and loading chutes for filling the body of the coal truck reduce time spent in obtaining a load to a matter of seconds. The system of unloading consumes but two or three minutes, and the truck is thus used throughout each day almost solely for the purpose for which it was intended—that of hauling merchandise, and not standing idle.

HELPING TO "FLATTEN THE CURVE"

EVERY motor truck owner knows that he must keep his vehicle operating at its highest efficiency throughout the greater part of each business day if he would receive a fair return on his investment. The business which can be so operated as to require the services of a fleet of trucks principally for hauling goods without long waits at loading and unloading points is, we have pointed out many times before, the one which will make the most of this new means of transportation. But the truck manufacturer and truck dealer find a problem in the equalization of the sale of commercial vehicles similar to that which confronts the user in his efforts to adjust the hourly amount of work which the truck is called upon to do each day.

Fortunately, the problem of the truck manufacturer and dealer has not been as serious in this respect as that confronting the maker and seller of the pleasure car. This latter business has, until the last year or so, been a matter of seasons. The early spring days and pleasant weather served to bring sales to their maximum during the months of April, May, June and July; after this period a distinct falling off in orders was anticipated during the autumn and winter months. The increase in the use of touring comforts, however, together with the advent of winter bodies on summer cars, has served much to "flatten the curve" of car sales and to bring production for fall and winter months to a closer point of maximum sales than ever before.

The truck business, on the other hand, has been largely a product of an educational campaign on the part of truck manufacturers. The obvious unfitness of horses for use in hot weather, together with their inability to cope with extreme winter conditions and slippery pavements, has produced two distinct selling seasons in the truck field which would bring a "peak" in the sales curve during January and February and again during July and August. But, thanks to the intelligent effort of organized motor truck sales forces, the average farsighted business man is gradually anticipating the advent of hot weather, rush seasons, and other conditions of climate and trade, and places his orders for transportation equipment in advance of the period when they will be most needed.

This farsighted tendency has served much to equalize truck sales throughout each twelve months' period, until now a well-known sales manager is able to predict that within the next two years the truck business can be placed on an absolute monthly basis in which there will not be a variation of more than five or ten per cent. between the high and low points of the sales curve—allowing, of course, for the regular healthy increase in the business which is almost certain to continue for many years.

The basis of this equalization of truck sales is the equalization of truck use in each individual installation, for every business which can be so arranged that the truck may be kept active regardless of a busy or slack period of the day or year means the sale of a truck or fleet of trucks which will help to "flatten the curve." An example of this is well illustrated by the coal business, which naturally represents a greater seasonal variation in orders and delivery requirements than almost any other mercantile trade. In order to show a maximum profit in this business the trucks must be used principally for hauling the merchandise, and must be provided with means for rapid loading and unloading. Furthermore, provision must be made for useful work for these trucks during the spring and summer months when coal orders are low—but when interest on investments is just as high as ever. In the illustration at the head of this column is shown one of a fleet of trucks which hauls coal at an average cost of slightly over ten cents per ton mile, including gasoline, oil, labor and a regular charge of \$2.00 per hour made by the coal company against the yards for the use of the motor truck. This low cost is obtained by a complete and efficient system of overhead loading chutes, locomotive cranes for unloading the coal cars, and a truck unloading system which occupies but from three to five minutes and which consists in dumping the coal at the nearest available point at which it is to be delivered. From this point it is handled by common laborers with wheelbarrows. The interesting feature of this installation is the use which the coal company can make of its trucks during the season when yard labor or coal is scarce,

(Continued on page 407)

The EDUCATOR at Home
Enjoy The Movies in Your Own Home

The EDUCATOR is the most efficient home entertainer and medium of education ever invented. The EDUCATOR is the height of mechanical perfection, easily operated even by a small child. Moving pictures in your own home will take you into beautiful tropical countries, over scenic mountains or into well systemized manufacturing plants, and cause the boys and girls to lose all desire to go away from home for amusement. And the money saved by not going to the movies will soon pay for an Educator. An Educator as a Xmas Gift will make the whole family happy.

Exclusive Features of the EDUCATOR

Easy in operation. Film used on any standard machine can be used and run as slowly as desired and stopped entirely for explaining and discussing. Pictures can be shown distinctly in daylight. Equipped with special folding tripod. The Educator can be set up ready to project pictures in two minutes. Exclusive patents make it absolutely fire proof. Constructed of aluminum and Mangum Metal—the lightest and strongest known.

TEACHERS, MINISTERS, SOCIAL SECRETARIES and PHYSICIANS.
You are especially invited to communicate with us. Many schools, Y. M. C. A.'s, Clubs, Churches, Camps, Lecturers and Physicians are using the Educator both as a means of amusement and education in history, travel, science, hygiene, and clinical work. Let us tell you more about this—what we can offer you.

TOWNS WITHOUT ELECTRICITY
The Educator offers a wonderful opportunity for moving picture entertainment in towns where electricity is not available. Write us for full information.

Write for Catalog and prices today
Educational Motion Picture Machine and Film Co.
Dept. B St. Louis, Mo.



Automobiles

Big Value Told In a Small Advertisement. It Will Pay You to Investigate

1917 Light "40" \$1125
Six

RUTENBER high-speed, 3½ x 5 motor; Brown-Lipe transmission in aluminum case—not an iron case, which is much cheaper but adds weight; Spicer universal joint and propeller shaft; Brown-Lipe differential; 34x4 Goodyear rims and tires—not 32x4 or 33x4; 119-inch wheel-base; Westinghouse ignition, starting and lighting system. Beautiful, roomy, 5-passenger body.

Our Free Catalog Tells the Story

THE BARTHOLOMEW CO., 285 Glide St., Peoria, Ill.

Foot prints
that you
leave every
day



You walk from
your home to
train or trolley



From train to
office



You take many
steps around
your office



You walk out
to luncheon and
back



and later attend
a business meet-
ing



You do an er-
rand for your
wife



and then go
home



In the evening
you attend a
theatre or a
dance

—and by long odds the
best aid you have in main-
taining a serene disposi-
tion is in the wearing of—

CAT'S PAW CUSHION RUBBER HEELS

Millions wear them in prefer-
ence to other kinds, because
the Foster Friction Plug, set
where the wear comes, pre-
vents slipping and makes the
heel last longer. There are
no holes to track mud and
dirt—cost no more than the
ordinary kind.

50c—black, white or tan. For
Men, Women and Children.

Foster Rubber Co.
105 Federal St., Boston, Mass.

Originators and Patentees
of the Foster Friction Plug
which prevents slipping.



MOTORISTS' COLUMN

(Continued from page 406)

or during the hot season when coal orders
are at their lowest. This system provides
for the rental of the trucks to other business
houses at a flat rate of \$2.50 per hour, which
in itself shows a satisfactory profit over the
actual cost, including all overhead charges
for the operation of the truck. It is stated
that this company has standing orders on
its books for the rental of its trucks under
these conditions, and therefore its delivery
equipment has been turned into an actual
asset rather than into a liability.

There is scarcely a business calling for
the transportation of goods or supplies
which cannot be handled in the same
efficient manner. Every dealer and every
service department which can investigate
individual cases intelligently and can arrive
at a method for the solution of such prob-
lems is not only directly benefiting the
client in question, who may be induced to
become a large user of motor trucks, but is
rendering a distinct service to the motor
truck industry as a whole in its effort to
"flatten the curve" of sales.

QUESTIONS OF GENERAL INTEREST

DATE OF NEW YORK SHOW

K. L. N.: "Will the New York Automobile Show
open this winter on New Year's Eve as has been the
custom formerly?"

The date for the opening of the New
York Show has been set for Saturday
evening, January 6th, and the exhibition
will continue until January 13th.

AMATEUR SPEED RECORDS

R. T. S.: "Does the American Automobile Asso-
ciation differentiate between professional and
amateur speed records? If so, what is the fastest
two miles traveled by an amateur driving his own
car?"

This two-mile record was recently broken
at the Chicago Speedway when an owner
drove his car in a thirty-mile amateur con-
test one two-mile lap in one minute and
sixteen seconds, or at the rate of ninety-
four miles per hour.

CLIMBING MOUNT HOOD ON A MOTORCYCLE

B. M. S.: "I understand that Mt. Hood, in
Oregon, has recently been negotiated by a motor-
cycle driven under its own power."

No vehicle could reach the top of this
high mountain. A motorcycle, however,
recently broke the altitude record to this
summit by some two thousand feet when it
climbed nine thousand feet toward the top.
The record was made during the night
when the snow presented a hard, frozen
surface. On the return, this crust melted
and the machine broke through several
times.

OIL LEAKAGE AT REAR AXLE

C. T. S.: "Although I have filled the rear axle
housing of my car with oil of the proper consistency,
I find an annoying leakage around the wheel hubs.
What is the cause of this?"

You must remember that the work done
by the rear driving gears generates a cer-
tain amount of heat which raises the temper-
ature of the oil and of the air above it. If
you have placed too much oil in the differ-
ential housing, the expansion of the lubri-
cant and the air will force the former out
through even the slightest opening. It
would therefore be advisable for you to
reduce the level of lubricant in your rear
axle.

"COUGHING" IN MUFFLER

P. D. J.: "I have attached one of the many
auxiliary air valves on the market intended to
supply additional air to my motor when the engine
is not laboring. It seems to do this work well, but
when coasting down hill with the motor throttled
and the clutch engaged, I have noticed a peculiar
coughing sound in the muffler. What is the cause
of this?"

This generally indicates that your mix-
ture is very lean—too lean, in fact, for
every charge to be properly burned in the
cylinders. This is an excellent indication
that your auxiliary valve is saving gasoline,
for when the car is pulling your motor the
gasoline charge is not needed to do any
work, and therefore the auxiliary air serves
to replace gasoline vapor which would
otherwise be used.



FIGHTING TRIM

WHETHER your battle is
fought in the trenches, be-
hind an office desk or in the home
you need to keep fit.

It's comparatively easy for the
soldier to keep up to scratch. The
civilian—man or woman—has a
harder task. Sedentary habits, in-
sufficient exercise, too much food
and too much hurry about eating
it, combine to cause a more or less
chronic condition of constipation.

Don't think you can dispose of
constipation with a cathartic pill.
Laxatives and cathartics cause
more constipation than they cure
and their persistent use is likely
seriously to undermine your health.

NUJOL relieves constipation
effectively and has none of the
objections which are common to
all drug remedies. It acts as an
internal lubricant, preventing the
bowel contents from becoming
hard and facilitating the normal
processes of evacuation.

NUJOL, put up in pint bottles
only, is sold at all drug stores.
Refuse substitutes—look for the
name NUIOL on bottle and
package.

Dept. 14

STANDARD OIL COMPANY

(New Jersey)

Bayonne

New Jersey

Send for booklet, "THE RATIONAL TREATMENT OF CONSTIPATION." Write your name
and address plainly below.

Name Address City State

In answering advertisements please mention "Leslie's Weekly"

ALEXANDER the GREAT Ordered Shaving to Ensure VICTORY



SHORTLY before marching against Darius, Alexander the Great chanced to see a fragment from a Babylonian bas-relief, depicting a victor holding an enemy by the beard while he put him to the sword. Immediately the great general ordered his soldiers to shave off their beards.

The difficulty of shaving, during the succeeding campaigns, caused much grumbling and at times threatened revolts.

In the world-war today clean shaving is ordered in practically all armies—for sanitary reasons and to expedite dressing of subsequent wounds, but largely on account of the bracing effect on the men.

On all fronts the man with a Gillette Safety Razor is said to be the most popular man in his squad. In almost every company from a dozen to fifty Gillettes are owned and loaned about.

The Gillette shave is quick and cool, safe and sanitary. It is velvet-smooth, no matter how wiry the beard or tender the skin. Adjust the handle for a light or a close shave. A keen, fresh blade is always ready. No stropping—no honing. Prices \$5 to \$50. Blades 50c. and \$1 the packet. Dealers everywhere.

GILLETTE SAFETY RAZOR CO.
BOSTON, MASS.



This Editor Had a Corn A Curious Incident

A magazine editor at one time refused the Blue-jay ads. He said that nothing could end corns as gently and as quickly as we claimed.

But he went south to play golf. Loose golf shoes brought a corn. He thought of Blue-jay, and one night applied it.

The corn never pained again. In two days it disappeared. The next day he wrote his office to insert the Blue-jay ads.

So with you. If you have a corn it proves that you are skeptical. But soon or late you are going to find out Blue-jay, as millions have already.

Then your corns will go. And never again will you let a corn pain twice. Why not try it now?

Blue-jay
Ends Corns

15 and 25 cents
At Druggists

BAUER & BLACK, Chicago and New York
Makers of Surgical Dressings, etc.

Also Blue-jay
Bunion Plasters

LESLIE'S TRAVEL BUREAU which appears in the first and third issues each month will give specific information to LESLIE's readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address: Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



A CUBAN TOBACCO BARN

Cuba is famous for its superior grade of tobacco and much of its wealth formerly came from the growing of the "sovereign herb." Sugar, another staple crop, is now making the island rich because of the high prices. If the potash deposits said to have been discovered prove extensive they will bring more millions to the island republic.

AMERICAN and British corrugated iron salesmen were in competition recently in Buenos Aires for an order of more than half a million dollars. Tests showed the sample submitted by both to be equal in every respect. The American's price was better than that of his adversary by a fraction of a cent per pound, and he was about to get the order, when the British salesman played his trump card.

"Wait a moment before you place that order," said the Englishman. "Read this." And he handed the prospective purchaser an interview recently given out by an American bank official, which had been reproduced in the papers of the Argentine capital, stating that it was the custom of the manufacturers of this country not to live up to their contracts. "What guarantee have you if my American competitor gets the order that he will deliver the goods specified? You see for yourself what the head of one of their own financial institutions says about their shortcomings on this score." The Latin-American merchant read the article. The Englishman got the order. The American lost through the unwise utterances of a man whose business it should have been to defend him from such attacks.

Millions of tons of potash, it is reported, have been discovered near Motembo on the border lines between the Provinces of Matanzas and Santa Clara, Cuba, the deposit averaging 25 per cent. pure. Potash is used in making explosives, as a fertilizer, in the extraction and refining of ores, in the manufacture of glass and for many other purposes. Since the war Peruvian and Chilean potash has been quoted as high as \$500 per ton as against a former price of \$20. This important news will excite comment all over the world and the discovery, if verified, will bring great wealth to Cuba.

Cuba of all nations has profited the most by the war. To-day Havana is second in commercial importance and ship clearances only to New York. The Cuban Custom House receipts average over \$2,000,000 monthly. Cuba's sugar crop this year will net over \$250,000,000. Property within a radius of fifty miles of Havana has doubled in price within the past year.

Combinations of exporters must be legalized, the American tariff system must be made more elastic, our merchant marine must be developed, highly specialized commercial education must be provided, if the United States is to meet successfully the world's economic conditions following the close of the European upheaval. This was the decision of the National Foreign Trades Council which met recently in New York. This organization is composed of American merchants, manufacturers, bankers, exporters, importers, farmers, railroad men and steamship men from all over the country and has for its purpose the expansion of

American overseas trade along rational lines.

James A. Farrell, President of the United States Steel Corporation, as Chairman of the Council, presided and said in part:

"The European economic alliances foreseen and discussed at the last meeting have on the part of the Entente Powers been concluded and the present prospect is that when peace settles upon Europe there will remain two commercial groups, the members of which will undertake a system of mutual trade preferences which may automatically create discrimination against neutrals. This combination of commercial preferences will not break of its own weight. At the end of this war the United States will have the greatest gold accumulation ever possessed by a single nation. Our foreign trade will surpass all records. We will be Europe's most formidable competitor, a powerful position if safeguarded by a sagacious policy. Some method should be devised for arriving at a friendly adjustment of commercial relations without resorting to extreme discrimination possibly leading to trade wars."

Despite the unfavorable conditions surrounding American shipping, the United States has to-day more vessels under construction than any other country in the world. In the trans-Pacific trade recent purchases of vessels, due to enormous freight rates, have materially increased our tonnage in that ocean. The predominant position in the Pacific Ocean has been won by Japan, however, and her shipyards are taxed to their capacities. The Japanese government has issued an order forbidding the acceptance of commissions for ship building from abroad. Although Japan is handicapped by a lack of material, and built her first steel vessel in 1890, her present shipping amounts to 2,159,000 gross tons.

ANSWERS TO INQUIRIES

Mr. Aughinbaugh will answer all inquiries about foreign trade subjects promptly by mail. Such answers as are of general interest are printed under this heading. All subscribers to LESLIE'S are invited to make use of this service, which is entirely free.

P. O'D.: Australia and New Zealand have their own commercial photographers and competition is keen. I would not advise you to go to Australasia to embark in photography.

H. J. B. V.: Waste destroyers are not commonly used in Latin-America. You might get some of the larger cities like Buenos Aires, Montevideo, Rio Janeiro and Havana interested in the installation of these machines in houses.

J. A. T.: Coal is selling to-day in Buenos Aires for from \$40 to \$45 per ton. The great trouble is to get bottoms to carry this cargo. I am quite certain you would have little difficulty in interesting Argentine capital in an American coal-mine.

C. J. B. A.: It would be difficult for a total stranger to secure engineering contracts in Latin-America. Deals are made through political pull and the liberal dispensation of "graft." Very naturally the prominent native politicians of the party in power can secure the desired contracts, provided terms can be agreed upon.

D. A. R.: Tea is drunk extensively in Peru, Bolivia, Chile, Uruguay and Argentine, and its use is extending in Latin-America. Well-known brands are used and I do not think you could establish a profitable trade by selling package goods to individuals, from New York, sending the same by post. The packages would be appropriated by thirsty employees of the native post offices.

In answering advertisements please mention "Leslie's Weekly"

CARTER'S
CICO

The New Liquid Paste
always ready for instant use

Great stuff, this! Never gets hard or lumpy. Never needs watering. No space-wasting water well. Always spreads freely and smoothly. Sticks best when spread thin. Has an adjustable brush holder which keeps fingers clean. In fact, it's a bang-up Carter Ink Quality Product.

CANNOT DRY OUT

Try a 45c or 25c refill desk jar from your stationer. Put up also in other sizes. Send for interesting booklet, "Writing Uncle Sam's Good Name."

THE CARTER'S INK CO.
Boston
New York
Chicago
Montreal

★ Pronounced "Se-ko"




GOOD taste displayed in all the rest of a man's attire will not overcome the poor impression created by loose, sagging socks. The Boston Garter keeps them snug and smooth all day.

At Stores Everywhere Silk 50c—Lisle 25c
GEORGE FROST CO., MAKERS, BOSTON

JONAS

Dollar Gift Box
Of Finest Candy

Chocolates that cannot be bought at any store in the country—30 different, unusual chocolates in a two-trayed, round and a quarter, gold and green, yellow-ribboned box. Send a dollar bill, your card and her address. One hour after your letter comes, out goes an absolute fresh box to her, with your card enclosed. And she'll write you that in all her life she never tasted such luscious, mouth-melting chocolates!

Send for wonderfully illustrated Favor Book, containing hints for Luncheons, Receptions, Parties, etc. It's free.

JONAS 45 S. Broad St., Philadelphia, Pa.



STUDY LAW 30 Days FREE

Let us prove to your entire satisfaction, at our expense, that the **HAMILTON College of Law** is the only recognized resident law school in U. S. Conferring Degree of Bachelor of Laws—LL. B.—by correspondence. Only law school in U. S. conducting standard resident school and giving same instruction, by mail. Over 500 classroom lectures. Faculty of over 30 prominent lawyers. Guarantee to prepare graduates to pass bar examination. Only law school giving Complete Course in Oratory and Public Speaking. School highly endorsed and recommended by Gov. Officials, Business Men, Noted Lawyers and Students. Send today for Large Handsomely Illustrated Prospectus and Special 30 Day-Free Trial.

HAMILTON COLLEGE OF LAW, 1201 Advertising Bldg., Chicago

FIRE

There's a terrible demon comes up from the pit
Destruction and terror to spread,
With the hiss of its flickering serpentine tongue,
And the flare of its mantle of red.
Chief envoy of Satan, it travels so fast
On its mission devouring and dire,
That its track is a black and a cindery waste,
And the name of this demon is Fire.

It is fierce as a lion and sly as a fox,
Delighting in garrets to hide,
Or in cellars and closets to feed on the rags,
Paint-brushes and paper inside.
A cigarette dropped in a curtain of lace,
A mattress stowed under the stairs,
Or a very small leak in a gasoline can
The way for its revels prepares.

The boys build a bonfire when sparks in the wind
Go sailing away through the air,
Behold! in a minute a puff and a blaze,
And the demon of Fire is there.
It reigns in the hayloft and rules the garage,
Where the pipe and the match are its friends,
And the hunter who carelessly camps in the woods
Invites it with all of its friends.

When Mrs. O'Leary was milking her cow
That gusty October of yore,
Like the imp of the bottle it rose in a flash
From the kerosene lamp on the floor.
It darkened the lake with a blanket of smoke,
And licked at the stars in the sky,
And Chicago in ashes lay bare to the winds
When the flame of its fury passed by.

So for safety's sake once a year let us take
A day the red demon to fight,
Let us clear out our piles of combustible trash
Till nothing is left to ignite.
Get rid of the rubbish that clutters the house,
And right here is a fact I would mention:
Far better than pounds of the very best cure
Is one little ounce of prevention.

MINNA IRVING.

INSURANCE SUGGESTIONS

DURING the past two years 37 States have adopted legislation aiming to correct the flagrant evils of assessment insurance. The insurance departments of these States now require fraternal insurance orders to conform to old-line methods and to maintain an adequate reserve for the protection of the insured. This has meant a stiff addition to premium payments by the members, for rates in the past were altogether too low to meet the great increase in death claims as the older policyholders passed away. Even the most flourishing fraternal organizations have needed to strengthen their financial position to avoid eventual collapse. In the Royal Arcanum, one of the best of these orders, it has been necessary to advance rates from 10 to 25 per cent. according to the age of the insured, the burden falling more heavily on the older members. The new rates have been computed by actuaries, have a scientific basis and are, it is claimed, adequate for all time to come. It is to be hoped that this is so, but there is certain to be great dissatisfaction with the change among the 250,000 members. The membership declined over 2800 in 1915 and is in danger of diminishing further this year. Many will be unable to pay the new rates, which become effective in December, and they will drop out, while the higher levy will deter outsiders from joining. With all this turmoil and uncertainty in connection with assessment organizations, contrast the calm and even course of the well-established legal reserve companies whose rates never have to be altered and whose policies always are "as good as gold."

S. Buchel, Ky.: The Pan American Life Insurance Company is only 4 years old and is small, but its reports show growth. Mutual Life of New York is one of the largest and best companies in the country.

T. Costello, Pa.: The Northwestern Mutual is long established and strong. The Modern Woodmen of America is one of the largest fraternal orders. It is an assessment concern, however. Take out a policy in some good old-line company.

J. O. B., Havana, Cuba: Last year's report indicates that the Sun Life Assurance Co. of Canada is strong and prosperous. I think a policy issued by it could be relied on. The premium rate you mention seems too low for safety. The New York Life of New York, the Prudential of Newark, N. J., and the Aetna and the Travelers of Hartford, Conn., are absolutely dependable.

E. S., Utica, N. Y.: The companies you inquire about are the "Two Hartfords," the Hartford F&E Insurance Co. and the Hartford Accident & Indemnity Co., both of Hartford, Conn., which write practically every form of insurance except life insurance. They are prosperous and reliable and have a century's record of fair dealing. For full information as to the kind of insurance you require, write to Hartford Fire Insurance Co. (Service Dept. L-9), 125 Trumbull St., Hartford, Conn. HERMIT.

The Crimes We Commit Against Our Stomachs

By Arthur True Buswell, M.D.



Eugene Christian

A MAN'S success in life depends more on the co-operation of his stomach than on any other factor. Just as an "army moves on its stomach," so does the individual. Scientists tell us that 90 per cent. of all sickness is traceable to the digestive tract.

As Dr. Orison Swett Marden, the noted writer, says, "The brain gets an immense amount of credit which really should go to the stomach." And it's true—keep the digestive system in shape and brain vitality is assured.

Food is the fuel of the human system, yet some of the combinations of food we put into our systems are as dangerous as dynamite, soggy wood and a little coal would be in a furnace—and just about as effective. Is it any wonder that the average life of man to-day is but 39 years—and that diseases of the stomach, liver and kidneys have increased 103 per cent. during the past few years?

And yet just as wrong food selections and combinations will destroy our health and efficiency, so will the right foods create and maintain bodily vigor and mental energy. And by right foods we do not mean freak foods—just good, every-day foods properly combined. In fact, to follow Corrective Eating it isn't even necessary to upset your table.

Not long ago I had a talk with Eugene Christian, the noted food scientist, who is said to have successfully treated over 23,000 people without drugs or medicines of any kind, and he told me of some of his experiences in the treatment of disease through food.

One case that interested me greatly was that of a young business man whose efficiency had been practically wrecked through stomach acidity, fermentation and constipation, resulting in physical sluggishness, which was naturally reflected in his ability to use his mind. He was twenty pounds under-weight when he first went to see Christian, and was so nervous he couldn't sleep. Stomach and intestinal gases were so severe that they caused irregular heart action and often fits of great mental depression. As Christian describes it, he was not 50 per cent. efficient either mentally or physically. Yet in a few days, by following Christian's suggestions as to food, his constipation had completely gone, although he had formerly been in the habit of taking large daily doses of a strong cathartic. In five weeks every abnormal symptom had disappeared—his weight having increased six pounds. In

addition to this, he acquired a store of physical and mental energy so great in comparison with his former self as to almost belie the fact that it was the same man.

Another instance of what proper food combinations can do was that of a man one hundred pounds over-weight whose only other discomfort was rheumatism. This man's greatest pleasure in life was eating. Though convinced of the necessity, he hesitated for months to go under treatment, believing he would be deprived of the pleasures of the table. He finally, however, decided to try it out. Not only did he begin losing weight at once, quickly regaining his normal figure, all signs of rheumatism disappearing, but he found the new diet far more delicious to the taste and afforded a much keener quality of enjoyment than his old method of eating, and he wrote Christian a letter to that effect.

But perhaps the most interesting case that Christian told me of was that of a multi-millionaire—a man 70 years old, who had been traveling with his doctor for several years in a search for health. He was extremely emaciated, had chronic constipation, lumbago, and rheumatism. For over twenty years he had suffered with stomach and intestinal trouble, which in reality was superaciduous secretions in the stomach. The first menus given him were designed to remove the causes of acidity, which was accomplished in about thirty days. And after this was done he seemed to undergo a complete rejuvenation. His eyesight, hearing, taste and all of his mental faculties became keener and more alert. He had had no organic trouble—but he was starving to death from malnutrition and decomposition—all caused by the wrong selection and combination of foods. After six months' treatment this man was as well and strong as he had ever been in his life.

These instances of the efficacy of right eating I have simply chosen at random from perhaps a dozen Eugene Christian told me of, every one of which was fully as interesting, and they applied to as many different ailments. Surely this man Christian is doing a great work.

There have been so many inquiries from all parts of the United States from people seeking the benefit of Eugene Christian's advice and whose cases he is unable to handle personally, that he has written a little course of lessons which tells you exactly what to eat for health, strength and efficiency.

These lessons, there are 24 of them, contain actual menus for breakfast, luncheon and dinner, curative as well as corrective, covering every condition of health and sickness from infancy to old age, and for all occupations, climates and seasons.

With these lessons at hand it is just as though you were in personal contact with the great food specialist, because every possible point is so thoroughly covered and clearly explained that you can scarcely think of a question which isn't answered. You can start eating the very things that will produce the increased physical and mental energy you are seeking the day you receive the lessons, and you will find that you secure results with the first meal.

If you would like to examine these 24 Little Lessons in Corrective Eating, simply write The Corrective Eating Society, Dept. 8310, 460 Fourth Ave., New York City. It is not necessary to enclose any money with your request. Merely ask them to send the lessons on five days' trial with the understanding that you will either return them within that time or remit \$3.00, the small fee asked.

Please clip out and mail the following form instead of writing a letter, as this is a copy of the official blank adopted by the Society, and will be honored at once.

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FRANK KIMBLE, Manager

MEN WHO ARE MAKING AMERICA

(Continued from page 396)

he had to pay interest and taxes on his land, build a new mill and meet other obligations far beyond the salary paid by the Banking Department. For several years he worked hard to clear his feet—and then sold out at a profit of \$200,000. This when 40.

His liking for law had not been overcome by his political experiences, but the banking field easily overshadowed the legal arena. His first banking position in New York was as United States bank examiner. His work here attracted notice, and he was called to Washington as Comptroller of the Currency. This proved the stepping stone to that goal of nearly all bankers, the presidency of a New York bank. When his institution, the Third National, was taken over by the National City Bank, Mr. Hepburn went along, as a vice-president.

"Come over and help us or we perish," was the gist of a message he received from the directors of the Chase National Bank two years later.

Having been Federal bank examiner, he knew the whole situation. The field was broad, with inviting opportunity. So he accepted, with results that constitute a remarkable chapter of successful American banking.

"How have I succeeded?" Mr. Hepburn repeated. "Simply by hard, systematic work directed by every ounce of intelligence in me. To my mind it is true that 'genius is 95 per cent. perspiration and only 5 per cent. inspiration.'"

RECIPE FOR SUCCESS

Then he gave me one recipe for success. "Whenever I have studied any subject or dug out any information I have always carefully compiled the data in a form that would be instantly available. I have kept a memorandum of all facts I gathered.

"Thus, my book on 'The Artificial Waterways of the World' contains many figures I secured when in the legislature and when chairman of the Committee on Transportation in the Chamber of Commerce. My 'History of Currency' embodies much information I gathered as secretary and treasurer of the Sound Money League which opposed free silver all through the Bryan campaign in the work of which I was constantly engaged.

"By keeping a proper record of facts and figures you can turn to them and use them to help you whenever occasion arises."

Mr. Hepburn has lived. He has achieved as much out of business as in business and has had many honors showered upon him. He rivals his friend Andrew Carnegie in the number of honorary degrees conferred upon him by colleges—LL.D.'s from Middlebury, Columbia, Williams, and Vermont; D.C.L. from St. Lawrence University, etc. Commerce elected him to its highest office, president of the Chamber of Commerce. Finance, not to be outdone, made him Chairman of the Currency Commission of the American Bankers' Association on its formation a decade ago and has kept him in that place ever since, while he has been president of the New York Clearing House and the National Currency Association as well as chairman of two State Commissions to Revise the Banking Laws. He has held the presidency of the St. Andrew's Society, the New England Society, the Bankers' Club, and other social organizations. France made him an Officer of the Legion of Honor.

His philanthropies have been notable. Last year he donated Hepburn Hall to his Alma Mater, Middlebury College. It consists of two elaborate buildings, a five-story dormitory to accommodate 100 students and a three-story commons building. This year Ogdensburg announced a \$130,000 gift from him for hospital purposes there, and the A. Barton Hepburn Hospital is now under way for the use of St. Lawrence County, the scene of his early

struggles and triumphs. He is also active in the work of the Rockefeller Foundation, of which he is a trustee.

His books have commanded the attention of the thoughtful. They include "History of Coinage and Currency," "A History of Currency in the United States" (published last year), "Artificial Waterways and Commercial Development," "Artificial Waterways of the World" and "Story of an Outing." He was one of the founders of the Academy of Political Science.

His services as a director are in wide demand. He sits on a score of financial, industrial and mercantile boards dealing with such diverse things as five and ten cent articles (Woolworth), insurance (N. Y. Life), automobiles (Studebaker), manure (American Agricultural Chemical) and gasoline (Texas Co.).

Mr. Hepburn is as much at home among big game as among big business. A few months ago, by way of celebrating his seventieth birthday, Mr. Hepburn traveled 5,000 miles to hunt for the famous brown bears which are sometimes to be found on Kodiak Island, Alaska. After an exciting hunt he bagged two—no one is allowed to kill more than three. A few years ago he also journeyed several thousand miles to search for big game in British East Africa and had the sensation of meeting and the satisfaction of killing the best game of that country, including two lions in the open.

He can wield a golf stick as expertly as he wields his gun. Fishing is another of his hobbies. So is swimming.

Independence is one of Mr. Hepburn's outstanding traits. Whether in politics or in finance he refused to bow the knee to anybody acting questionably. He has always insisted on doing his own thinking and traveling his own road. His great learning, first as a student and teacher and then as a lawyer, rendered him fit to form his own conclusions and he has all along reserved the right to do so.

BURNS MIDNIGHT OIL

Intense energy is another of his characteristics. Few Americans have burned more midnight oil in searching for knowledge—sometimes for knowledge's sake, more often to fit him to grapple more effectively with practical problems of social, political, financial and industrial life.

He believes in orderliness and practices it. He hates chaos and avoids it—his desk is always just so.

Mr. Hepburn has one son living, Charles Fisher, whose mother died in 1881. In 1887 Mr. Hepburn married Emily L. Eaton, of Montpelier, Vt., and they have two daughters, Beulah Eaton, wife of Lieut. Robert R. M. Emmet, of the U. S. Navy, and Cordelia Susan. Because of his fondness for the country, Mr. Hepburn maintains a residence at Ridgefield, Conn., in addition to his city home in 57th Street, New York City.

Although past the seventieth milestone, Barton Hepburn is as alert in body and mind as he was a quarter of a century ago. He attributes his wonderful condition to love of Nature. "The outdoor life," he recently wrote, "sweetens all existence; it cultivates the pure and wholesome in one's life and aspirations; it lures from the man-made attractions, that pander to sensation, to God-made attractions, that sustain the source of being; in advancing years it enables one to exclaim:

"Though I look old, yet I am strong and lusty,
For in my youth I never did apply
Hot and rebellious liquors in my blood,
Nor did not with unwholesome forehead woo
The means of weakness and debility."

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WITH KUROPATKIN'S ARMIES

(Continued from page 397)

timbered bog country around Riga was practically a wilderness a year ago. To-day there are roads everywhere, built several feet above the ground on a foundation of heavy timbers padded with small pine branches. One division, occupying about a four-mile front, built 155 miles of road in four months! While the roads are a marvelous proof of what war can do in "speeding up," there are other striking examples which are even more astounding. We were motoring along back of the lines when we came upon a narrow-gauge railroad track mysteriously disappearing under the thick green bushes. We got out and the soldier chauffeur concealed our car under huge branches. German shell fire, directed by the planes, can be very spiteful.

We followed the track for a couple of hundred yards and came upon a newly built village. It belonged to a battery of six-inch guns. These weapons were of the latest *Canet* type, beautiful instruments of death that had become the mistresses of the men's affections. The log houses of the men, bunking about ten each, were clean and comfortable and not crowded. The officers' quarters occupied a "better-class residential section," and had glass windows, stoves, rugs, tables, chairs, desks. They had an indoor mess room and also a summer garden. The magic was that the building of the quarters had been accomplished in just 11 days, and there had been no other labor at hand except that of the men of the battery, about 120 in number. First they had had to lay the rails of the narrow gauge to bring in the heavy guns. These had been set up the first day, and since then the battery had responded to all telephone directions from the front for action. The quarters had been built in the in-between hours.

The commander was a tall, well-proportioned Hercules, with a heavy beard. He was very good-natured and affable. He was a demi-god to his men. You could see that they were always maneuvering for position to get into the geniality of his smile. This was not militarism, it was humanism.

It was a day of visiting batteries. Our road so closely paralleled the front, under the cover of the forest, that we were running through what is really the most interesting life of the army, the daily activity of the immediate reserves. It is in this area that an army should be studied. The intensity of the great struggle here finds its expression in a constant picturesqueness of motion. Efficiency, or the lack, presents itself in open evidence.

The request which I had registered with most emphasis at General Headquarters Staff was for permission to spend a night or two in the actual fighting lines. I wished to see the full 24-hour round of the day, to be a witness of the duties and relaxations of the men who are looking straight into the enemy's eyes. I wanted to see everything from the relief of positions to the building of the fires under the field kitchens.

From Riga to Mitau the almost straight road is only 28 miles, but there are certain obstacles, such as German machine guns, bayonets, and barbed wire which stop any touring much beyond the village of Olai. It was to this ticklish bit of front that the Staff said I might take my bed and make the most of my curiosity. I strapped up my kit the night before with hopes running high, but when the day broke and I looked out on the medieval square of my ancient quarter of Riga a cold, drizzling rain met me in the face. As a further discouragement I had awakened with a shooting of rheumatism up and down the sciatic nerve. However, the sun set an example by struggling out about the time the motor came and we piled our beds into the tonneau and buttoned up our heavy coats.

The officers of a certain Siberian regiment were to be our hosts. We found our regimental headquarters making the most of the dry spots above the bog. I have seen many Russian officers with a natural in-

stinct for handling men and with the personality which compels devotion, but I have never seen a bigger-hearted, a more wholesome, splendid, or more genial character than Col. R—. He had a joke for every one. These shafts were launched with a sort of mock roughness and then his broad smile and his hearty laughter followed. The officers under him appeared to take their cut from his pattern.

We first reviewed the troops rather formally and then tramped about inspecting the soldiers' dugouts. The men were often singing in chorus and were in splendid spirits. The regiment had been pretty well cut to pieces in the campaigning of two years. The Siberians who survived were giants, but the new men, recruited from the Volga, were shorter and slighter. They said that some of these men had had but six weeks' training at home and had had but seven weeks at the front, but they apparently had been well made into soldiers.

We then had luncheon and I suspected that the officers had gone down into their private stores from home for the candied fruits and chocolates and other delicacies. Col. R— then led the way to the front trenches. To build trenches in such a bog land needs an imaginative ingenuity. They more or less have to be built above ground. Mats of willow wicker and stockade walls hold the earth together. The refuges are remarkably dry, all things considered, but it is impossible to keep the water out of the communication trenches. We exerted officers' privileges occasionally and kept above ground. The soldiers were compelled to wade and make the best of it.

There had been moderate firing all through the day, but, as often happens, there was now a complete calm. An officer, staring through his periscope binoculars, called my attention to a group of Germans. They were some distance back of their own front lines and were working under a screen of green branches. They were evidently laying steel plates for a machine gun protection. The artificial bushes were almost a sufficient blind but not quite. At that second there was the burst of a gun back of our lines. The next instant I saw a tree crash down at the exact spot where the Germans were working. A wave of black dirt rose, mixing its color into the white puff of the exploded shell. There was no more machine-gun-parapet repairing that afternoon.

It had begun to rain again. We walked back to our quarters for the night. The officers had two good-sized dugouts with five-foot-thick roofs of timber and soil. Our beds had already been moved in. The rain was now coming down steadily and my clothes were wet through. I began having a vision of what my rheumatism might exact of me the next morning in that underground dugout. Thus I consulted Lieutenant B— about what he thought of returning to Riga for the night. He needed only the first word out of my mouth. In a second he had ordered the beds back to the motor. Having made that move we decided not to stay for dinner but to use the next couple of hours in paying a call at another regiment. We shook hands all around with thanks and good-bys. They urged us to return to dinner if we could make it, but as it turned out we had a bite with the other regiment and then took the road to Riga.

The next morning I was having a cup of coffee with Lieutenant B— when an officer from the headquarters staff of the Siberian Corps came in. One-half hour after we had left our hosts of the day before and as they were sitting at their dinner, two shells fell. The first struck just outside the dugout. The second crashed through the wall. Five officers and three orderlies were killed instantly. Colonel R— alone was spared his life, but he was so badly wounded in the head and spine that he could not be removed even to the field hospital. My rheumatism had saved Lieutenant B— and me from having been seated at that table of death.



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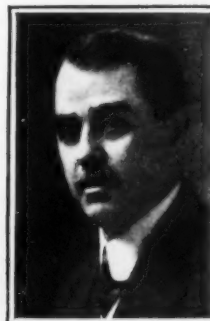
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President of the Norfolk (Neb.) National Bank, director of the Federal Reserve Bank and a member of the executive council of the American Bankers' Association. He is one of the most influential financiers of his State.



P. E. CROWLEY

Who began his business career as an office boy in 1878, and who has been appointed vice-president of the New York Central Railroad in charge of operation, with headquarters in the Grand Central Terminal in New York.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

WE are hearing the same old story! Whenever the market strikes the proportions of a boom, we hear the report that so many stocks have been taken out of the market and put away by purchasers that the supply is not equal to the demand. Don't let anybody ever believe this.

New securities are constantly being created for sale to the public. Their sale means the absorption of just so much more of the surplus capital. It is true that with our prodigious wealth and the constant additions to it from the development of our natural resources, this process of absorption can continue to a remarkable extent, but let no one believe that there are not sufficient securities to go around for all who want them.

In the gilt-edged line of securities there will always be a more rapid absorption in good and bad times than in the purely speculative securities. The latter are only purchased freely when the market assumes the proportions of a boom with a speculative craze on every side to buy anything and everything on the list. The foundations of such a situation have been laid of late.

Long ago I predicted that, as the Presidential election approached, bearing evidences that the next administration would follow a constructive policy and be helpful rather than harmful to business, the stock market would tend decidedly toward higher prices. These influences are likely to continue unless something extraordinary and unexpected happens to create a temporary depression, and even if it does, big operators, with plenty of money, are prepared to take on again all the securities they may have sold.

The avidity with which the public has been buying demonstrates once more the truth of what I have so often said, that the public will buy only when prices are going up and that they never go into a dull market. Those who followed my advice and went into the market when it was dull and declining have handsome profits to show.

After a steady rise, the market always becomes decidedly speculative with chances favoring those who buy and take a profit, keeping out of the market when it gets top-heavy and going into it on every break.

A reader in Philadelphia compliments me

by asking if I did not predict in my forecast for the year 1916, printed in LESLIE'S, December 30, 1915, possible strikes, crop shortages and a decided rise in the market on the approach of election. He asks if I will not reprint my forecast bearing on these matters. I do so with pleasure as follows, simply adding that the decisive result in Maine was accepted by Wall Street as foreshadowing the outcome of the November election. This is what I said:

The year 1916 bids fair to be disturbed as other Presidential years have been by notable strikes. If these should lead to disorder, as they have done heretofore, even the power of the government to maintain peace might be involved. The effect of such a situation on Wall Street would be extremely depressing. Strikes in the anthracite coal fields and among railroad employees are both among the probabilities.

The stock market under such conditions will naturally be halting and uncertain at the opening of the new year with an upward tendency in the early Spring. If the situation is not disturbed by strikes the market should maintain its strength until the approach of the National Conventions in June. The outcome of these conventions and crop probabilities will both be prime factors.

Crop experts fear that one or more of our principal crops this year may prove to be unsatisfactory. They base this on the doctrine of averages and the natural expectation that good crop seasons cannot last without interruption. With assurances of good crops and with indications that constructive policies are to have their day, the stock market will reflect the widening prosperity of the whole country.

If the differences between the two great political parties in their platform expressions are serious and disturbing, there must be a lull in the stock market until the decision of the electoral contest is clearly foreshadowed. If that should be favorable to business, a rising market will be inevitable as election approaches and after election a still further rise with sweeping prosperity. Such a boom will make the prices of today—excepting of war order stocks—fade into insignificance.

ANSWERS TO CORRESPONDENTS

G. Chattanooga, Tenn.: Midvale Steel is a good speculation, as the company is earning large profits and will probably begin dividends before long.

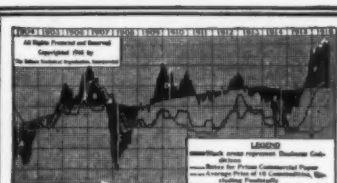
D., St. Louis, Mo.: Lehigh Valley R. R. is one of the best stocks on the market and your purchase was wise. Colorado Fuel & Iron is well regarded as a speculation and, on the company's largely increased earnings, bids fair to go higher.

M., San Francisco, Calif.: I would not sacrifice Union Pac. pfd. It is paying a little more than savings bank interest on your investment, and there is a chance that it may go up higher, even if it does not touch your purchase price. The stock is one of the safest.

S., Syracuse, N. Y.: Optimistic brokers predict that International Nickel will go much higher, but their rosate view is hardly warranted. War stocks have been shown more favorably lately on talk of a protracted conflict, but it is safe to take a profit on a speculative stock.

C., Colorado Springs, Colo.: The companies composing Hartman Corporation have been in successful operation for years. The corporation's showing for the first half of 1916 indicates substantial dividends could be declared. The stock is a fair speculation.

D., Eau Claire, Wis.: Shattuck, Magma and Cerro de Pasco are among the more desirable minor coppers. They pay good dividends on market price. Many conservative market observers believe the coppers have not exhausted their speculative possibilities.



Business this Fall

Most successful business men anticipate future business conditions and profits. You should do so, too. Our "Outlook for October" may be of help to you. Ask for it.

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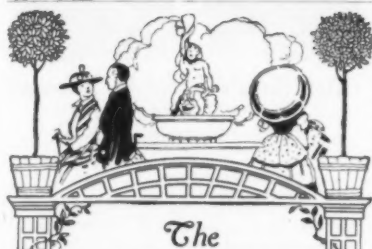
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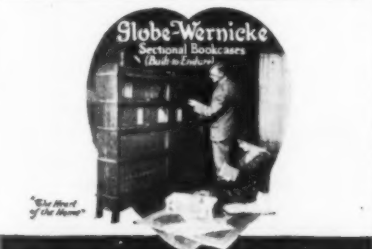
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M., Kingston, N. Y.: C. C. C. & St. L. common is a promising speculation. The road's earnings have largely increased of late and dividends have been resumed on the pfd. It is a Vanderbilt property.
F., Cincinnati, Ohio: Chevrolet Motor Co. is a strong and prospering organization which has not initiated dividends. It is selling at more than twice par and its speculative possibilities have been largely discounted.

G., Bethlehem, Pa.: L., Fleming, Ky.: Metropolitan Motors has entered a field in which it must compete with many well-entrenched concerns manufacturing its type and price of motor trucks. The stock is purely speculative. It would be safer to buy securities of dividend-paying companies.

R. D., Council Bluffs, Iowa: 1. Maxwell Motor common, Saxon Motor and Southwest Penn. Pipe Line are all fair business men's investments. Maxwell yields 10 per cent. on par, Saxon 7 per cent. and Southwest Penn. 12 per cent. Maxwell's yield on market price is the largest. 2. Cosden Oil & Gas is a dividend payer. The latest dividend was 12½ cents quarterly and 5 cents extra. The stock is speculative.

T., Rochester, N. Y.: Among gilt-edged bonds in which the "nest egg" might be invested are Del. & Hudson first & ref. 4's, Interborough 5's, So. Pac. first & ref. 4's, U. P. first 4's, U. S. Steel 5's, Beth. Steel 5's, West Shore 4's, Atchison general 4's, B. & O. prior lien 3½'s, Central of New Jersey general 5's, Illinois Central 4's, and Union Pac. 4's.
P., New York: Standard Motor has declared dividends of 6 per cent. on par (\$10) for 1916. This is about 4 per cent. on your investment—not an attractive return, but too good to justify sacrifice of the stock. American Woolen common, though lower than your purchase price, is yielding you nearly 10 per cent. It is a fair business man's investment. Should the boom continue, all low-priced stocks are likely to rise.

M., Lima, Ohio: Prairie Oil & Gas, S. O. of Indiana, Midwest Refining and Prairie Pipe Line are attractive industrial investments. All are selling much above par, but Prairie Pipe Line is yielding the highest returns on market value. Prairie Oil & Gas, S. O. of Indiana and Prairie Pipe Line have big surpluses, and this, according to the Standard Oil record, indicates that some day there will be extra disbursements on the stocks.

F., New Orleans, La.: American Linseed Company operates 10 important plants. The capital stock is \$16,750,000 common, and \$16,750,000 pfd. The latter is entitled to non-cumulative dividends not exceeding 7 per cent. There is no bonded debt. No dividends have been declared on the common, and none on the pfd. since 1900. Business for the year ending Sept. 30, 1915, showed a material increase over that of the previous year. Both classes of the stock are long-pull speculations.

K., Medina, Ohio: The rapid and sudden rise in U. S. Steel common indicates that it is in part at least artificial. While earnings are enormous, they cannot continue at the existing rate after the war, under a low tariff. C. F. & L. has not had the rise that other prosperous iron concerns have had and it is looked upon as an attractive speculation. With its heavy obligations, U. S. Steel cannot expect to rival Bethlehem Steel in price. United Motors, White Motor and Actna Explosives are fair investments with a good speculative chance.

G., New York City: Northern States Power Co. pfd. is a fair business man's investment. Dividends are paid on preferred but not on common. The company is well managed and is doing a large business. The following desirable bonds pay better than 5 per cent. on market price: Interborough R. T. 5's; N. Y. C. deb. 6's; Virginian Railway 5's; Lacka. Steel 5's; Montana Power 5's. First mortgage real estate bonds and farm mortgage bonds paying 6 per cent. might also be considered. Wabash pfd. is a considered a good long-pull speculation. I would always prefer a security which pays a dividend.

J., Irwin, Pa.: International Paper pfd. is entitled to cumulative back dividends and in view of its enormous earnings at present it might be well to hold it, especially since its dividend has been increased. The capitalization of Union Bag & Paper, like that of many industrials, is top heavy, and it is decided to reduce it to more reasonable figures, the present pfd. to receive 8-11 of the new stock, which is all to be in one class and to be issued to the amount of \$10,000,000. The present capitalization is \$11,000,000 pfd. and \$16,000,000 common. Both companies are in good hands and are making money owing to the heavy demand for their products. It might be well to stand where you are for the present.

G., Dundee, Ill.: Booth Fisheries, Deere pfd., Moline Plow pfd., and J. I. Case pfd., are each paying 7 per cent. and are fair industrial investments, though the companies are not disbursing anything on their common stocks. International Harvester common is paying no dividends and is a long-pull speculation. Continental Motors is paying 6 per cent. on pfd. It paid 5 per cent. on common last July and stock dividends of 100 per cent. in October, 1915, and February, 1916. It is a fairly attractive motor speculation. White Motor, Studebaker and Saxon are among the best motor stocks, and are all paying dividends. Chevrolet and United Motors are paying no dividends, but are doing a fine business. Central Leather, paying 4 per cent., is a good business man's investment, but Advance Rumely is purely speculative, there being nothing at present to warrant expectations of dividends.

C., Fairhaven, N. J.: I would not sacrifice Kennebec. It is paying a good interest on your investment and the large dividend will in time make up the difference between purchase and market price. Pacific Mail's earnings are expanding and if your stock was bought outright, or is well margined, don't take a loss. Among attractive stock exchange bonds, always salable, are N. Y. C. deb. 6's; Anglo French 5's; Interborough 5's; Public

Service of New Jersey 5's, all of which yield more than 5 but less than 6 per cent. on market value, and American Ice deb. 6's returning about 7 per cent. There are sound pfd. stocks which yield more than 6 per cent. Among these are American Locomotive pfd., American Smelters pfd., and Pressed Steel Car pfd. Buy good standard dividend paying securities on reactions and you are not likely to suffer loss.

New York, October 5, 1916.

JASPER.

FREE BOOKLETS FOR INVESTORS

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

First mortgage loans of \$200 and upwards, yielding 6 per cent., are recommended by the well-established firm of Perkins & Co., Lawrence, Kansas. Ask the firm to send you its Loan List No. 716.

Uncle Sam's postoffice can virtually bring a bank to your very door. The Citizens Savings & Trust Company of Cleveland, Ohio, invites the deposit of money by mail at 4 per cent. compound interest. Send to the bank for its free Booklet L, explaining the safety and convenience of banking by mail.

The 8 per cent. mortgage, which is legally impossible in the Eastern States, is allowed in a number of States in the West and South. G. L. Miller & Co., Inc., 5 Bank & Trust Company Bldg., Miami, Fla., offer 8 per cent. mortgages on improved farms in Florida and invite correspondence on the subject from all of Jasper's readers.

There are often good profit-making opportunities in the purchase of unlisted securities. The Unlisted Securities Review describes 75 such stocks, giving quotations, dividend rates, etc. A copy of the Review and Circular 80 may be had on application to Dawson, Lyon & Company, investment stocks and bonds, 42 Wall Street, New York.

Bonds accepted by the United States Government as security for Postal Savings Bank deposits, free from income tax and paying 4 to 5½ per cent., are specially handled by the New First National Bank, Dept. 3, Columbus, Ohio. Full information is given in the bank's Booklet E, "Bonds of Our Country," which will be sent free to any address.

Leading public utility companies are in a high state of prosperity and their stocks are in great demand. Current Letter L, issued by Williams, Troth & Coleman, 60 Wall Street, New York, describes public utility stocks yielding 6 to 8 per cent., with common stocks that have possibilities of enhancement. This letter will be sent free on request.

Oklahoma Real Estate is steadily appreciating with the development of the State. First mortgages on its farms have been bought by many Eastern investors. Aurdell Savings & Trust Company, Inc., 28 State National Bank Building, Oklahoma City, Okla., offer such mortgages paying 6½ to 7 per cent. and will send to any applicant a free booklet of information and lists of loans from \$300 to \$10,000.

The problem of investing a portion of one's surplus is greatly simplified if one can obtain who has investigated real estate mortgage bonds. The well-known house of S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago, offers and recommends first mortgage serial real estate bonds based on selected property in leading cities and yielding 5½ per cent. Write to Straus & Co. for Circular No. J-602, giving all the particulars.

Shrewd buyers of motor stocks, copper stocks and Standard Oil stocks made much money in the great rise of those securities. Is there still a chance for profiting in these issues? A statistical book, containing data that will enable one to make purchases with clear knowledge of values will be sent to any applicant without charge by L. R. Latrobe & Co., 111 Broadway, New York. This firm deals in stocks on the partial payment plan.

The corporations managed by H. M. Byllesby & Co., 204 South La Salle Street, Chicago, have won wide public confidence. One of these, the Standard Gas & Electric Co., has issued 6 per cent. gold notes in denominations of \$50, \$100, \$500 and \$1,000 and they may be had by Byllesby & Co. The firm will mail without charge a 64-page book containing 150 photographs of prosperous properties serving a population of more than 1,800,000. Send to Byllesby & Co. for Circular L-24.

Owners of ocean craft are reaping a harvest in these war-price days. The International Rubber Company is one of the corporations benefitting by an investment in steamships. Its profits lately caused a marked rise in its stock. A timely circular setting forth the present condition and future prospects of this company will be sent without charge to any applicant by John Muir & Co., specialists in odd lots and members New York Stock Exchange, 61 Broadway, New York.

The investor who puts his money in sound farm mortgages is not troubled by value fluctuations. These securities are favorites with the big capitalists and corporations. But if you have only \$100 and upward to invest, you, as well as they, can put your money in first farm mortgages paying 5 to 6 per cent. These issues are a specialty of the well-established American Trust Company of St. Louis. The company's illustrated publication, "Farm Mortgages," is well worth writing for. No charge is made for it. Apply for Book No. 122, to Investment Dept., American Trust Company, St. Louis, Mo. Many American fortunes, large and small, have been amassed through the purchase of real estate in growing communities. It is only rarely, however, that a buyer has in a single investment five chances of making a profit. The Northwest Townsite Company, 304 Chestnut St., Philadelphia, offers a financial bow with five strings from each of which the arrow of success may be shot. This company is selling as one proposition properties in five cities and towns in five different states of the great Northwest, and located on transcontinental railroad lines. The purchaser is required to make an initial payment of \$25 and thereafter \$10 a month for 60 months. To obtain a complete idea of this company's unique plan, one should obtain its handsome illustrated book, "The Way to Win," sent to any applicant for 10 cents to cover cost of mailing.



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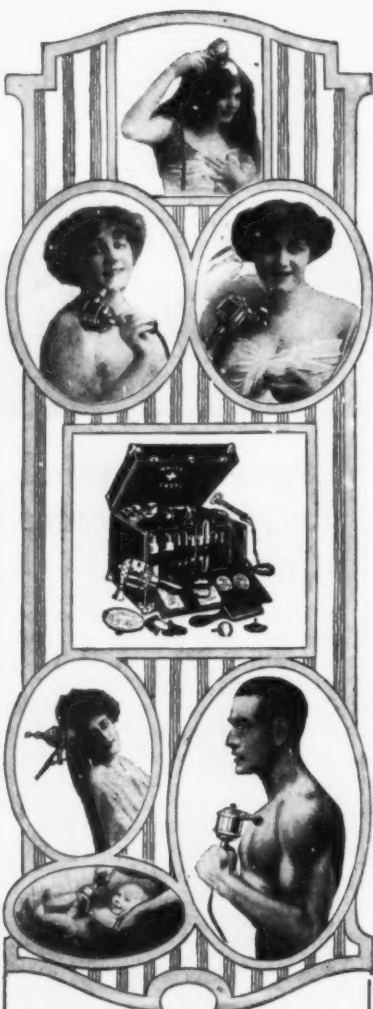
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LATE NEWS IN PICTURES



PACH PHOTO NEWS

WORLD'S RECORD BROKEN IN ASTOR CUP RACE

The Astor Cup Race at Sheepshead Bay Speedway on September 30th was won by Johnny Aitken, who made 250 miles in 2 hours, 23 minutes and 4.02 seconds, averaging 104.08 miles an hour against the best previous record of 102.6 made by Gil Anderson in last year's Astor Cup Race. There were 31 contestants.



INTERNEED GERMAN SAILORS MOVE VILLAGE

When the interned German auxiliary cruisers *Prinz Eitel Friedrich* and *Kron Prinz Wilhelm* were moved, on September 29th, from Norfolk to Philadelphia, the sailors packed on board a considerable part of the German village that they had built in the Norfolk navy yard. This village consisted of miniature cottages and public buildings, the headquarters being shown in the photograph. The ships were moved to Philadelphia because there is more room for them there. They were conveyed by American warships and the voyage was made without incident.



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WILD STREET CAR RUNAWAY IN OMAHA

A trolley car in Omaha, Neb., broke its brakes in a collision with a wagon, at two o'clock in the morning, and started on a wild run down a long hill. At the end of 22 blocks it had a speed of more than a mile a minute. It then jumped the track and crashed into a telephone pole, breaking the pole and making a complete wreck of the car, as shown in the photograph. Seven persons were on the car, all of them being injured, but only two seriously. Their escape from death was marvelous.



HALL

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The Tampa Foundry & Machine Company has just launched the *Poughkeepsie*, the largest steam vessel ever built in the United States south of Newport News. Tampa is the first of the far southern cities to undertake the building of large vessels and the launching of the *Poughkeepsie* marks an era in the industrial development of the South. The boat will ply in the Hudson River trade.

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OF LESLIE'S WEEKLY.
at NEW YORK, N. Y., for OCT. 1, 1916.
State of NEW YORK } ss.
County of NEW YORK } ss.
Before me, a Notary Public in and for the State and county aforesaid, personally appeared Reuben P. Schleicher, who, having been duly sworn according to law, deposes and says that he is the Business Manager of LESLIE'S and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24th, 1912, embodied in section 443, Postal Laws and Regulations, to wit: 1. That the names and addresses of the publisher, editor, managing editor, and the business manager, are: Publisher, Leslie-Judge Co., 225-5th Ave., New York, N. Y.; Editor, John A. Schleicher, 225-5th Ave., New York, N. Y.; Man. Ed., Fred J. Spillatone, 225-5th Ave., New York, N. Y.; Bus. Man., Reuben P. Schleicher, 225-5th Ave., New York, N. Y. 2. That the owner is, and stockholders owning or holding 1 per cent. or more of total amount of stock are: Owner, Leslie-Judge Co., 225-5th Ave., New York, N. Y. Stockholders: John A. Schleicher, 225-5th Ave., New York, N. Y.; Anthony N. Brady Estate, 54 Wall St., New York, N. Y. 3. That the known bondholders, mortgagees, and other security holders, owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: John A. Schleicher, 225-5th Ave., New York, N. Y.; Mary Peckham Schleicher, 710 Madison Ave., Albany, N. Y.; Reuben P. Schleicher, 225-5th Ave., New York, N. Y.; City Real Estate Co., 176 Broadway, New York, N. Y.; Anthony N. Brady Estate, 54 Wall St., New York, N. Y. 4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him. Some stock and bond holders may represent others. If so affiant does not know whom they represent. Reuben P. Schleicher, Signature of the Business Manager. Sworn to and subscribed before me this 15th day of September, 1916.—A. Edward Rolauer, Notary Public, Queens County No. 362. Certificate filed in New York County No. 39. New York County Register's No. 7065. Commission Expires March 30th, 1917.

Prince Albert has a value coupons or premiums can't produce-quality!

You pay for *quality* when you buy Prince Albert tobacco—not coupons or premiums. State or national restrictions on their use can in no way affect the sale of Prince Albert because they have *never been offered as an inducement to buy the national joy smoke!*

DRAW-UP your chair for a minute—kind of close-like! For between us all, it's a high-lodge-stuff, this bit of breeze about Prince Albert! It will get a lot off your mind to find tobacco you can romp with like a colt in a clover field. And the set-back is but a nickel for the torpy red bag or a dime for the tidy red tin; then, you'll find P. A. in the handsome pound and half-pound tin humidor, and, in that dandy round crystal-glass humidor with sponge-mo stener top that keeps the tobacco in such perfect trim—always!

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F. J. Reynolds Tobacco Co.



PRINCE the national joy smoke ALBERT

Sail right into Prince Albert like it was the harbor of pipe-peace and "rolling" peace! It's the greatest happiness in the smoke line you ever did have brought up for your test! And that's true as it can be dished up—*any man can smoke a pipe*, no matter how sensitive his tongue, if he'll loosen-up a bit of his natural sporting blood and fire-away on Prince Albert!

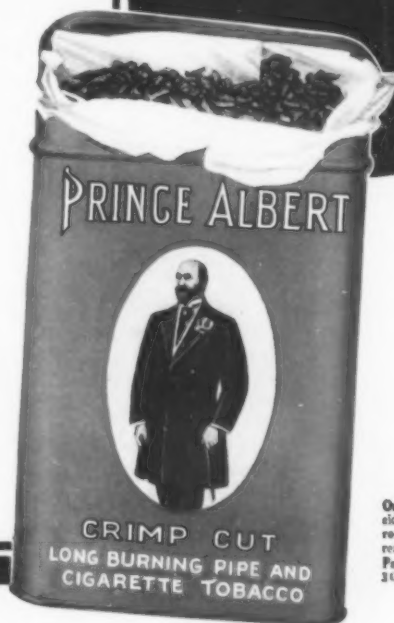
And enjoy it *all the time!* and hanker for more; and wake-up with a smile for his friendly old jimmy awaiting his top-of-the-a.m.-greetings! The patented process cuts out bite and parch and makes all that joy'usness possible. And, now you lend an ear to this: Prince Albert was brought into the tobacco world to give men a pipe and makin's cigarette smoke *free from any disagreeable come-*

back; to make it possible for *all* men to smoke to their heart's content; to let men enjoy a pipe down to the "sweetest heel."

You can't put yourself in wrong with Prince Albert, no matter what kind of sledgehammer-test you inflict upon it. Go to P. A. from any point of the compass! You'll grow all the fonder of this real and true joy smoke—it proves out mighty loyal to your tongue and taste! P. A. is just like a friend who rings-right-like-true-steel—worthy of the confidence you put in it!

And you'll get that fact nailed-down-tight just as soon as you realize it's about time you gave your smoke-section an extra inning!

R. J. REYNOLDS TOBACCO COMPANY, Winston-Salem, N. C.



On the reverse side of this tidy red tin you will read: "Process Patented July 26th, 1907."



NOT EVERY man of affairs smokes Fatimas—many do not smoke at all. But—because cigarettes are the mildest form of smoking—they are coming every day to be a standard smoke with more and more clear-thinking, substantial men. Fatima in

particular, as you may have observed, seems to appeal to men of this character. This is because it is so SENSIBLE a cigarette, so free from any heavy or "heady" feeling, even after smoking more freely than usual.

Loggell & Myers Tobacco Co.

FATIMA

A Sensible Cigarette